

# The CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2856  
VOL. CXXI.

NOVEMBER 3, 1934

Annual Subscription (with  
Diary) 20/-. Single Copies 9d.

EFFICACY SECURELY ESTABLISHED — INTRODUCTORY SUCCESS WITHOUT PRECEDENT  
— DESTINED FOR UNIVERSAL DEMAND AND CONSUMPTION

Wholesale: TONICITY LABORATORIES LIMITED, 26 Great Ormond Street, LONDON, W.C.1

(Telephone: HOLBORN 3349 and 8343.)



# The Chemists' Shaving Cream

BECAUSE Parke-Davis Shaving Cream may be sold only from a pharmacy it is specially worthy of your support. Containing a percentage of mercuric iodide, it is legally limited to sale by registered chemists, and for this reason it is truly "The Chemist's Shaving Cream."


Shaving soaps and creams are sold by all kinds of traders but in Parke-Davis Shaving Cream you are offering a pharmaceutical line of the highest quality—a typical P., D. & Co. product—that will give satisfaction to the user and bring repeat orders.

A generous supply of window display material is available to help your sales forward, and special terms, that make Parke-Davis Shaving Cream a most attractive and profitable line to handle, are offered.

Write for particulars

**M.R.P.**

**1/6**

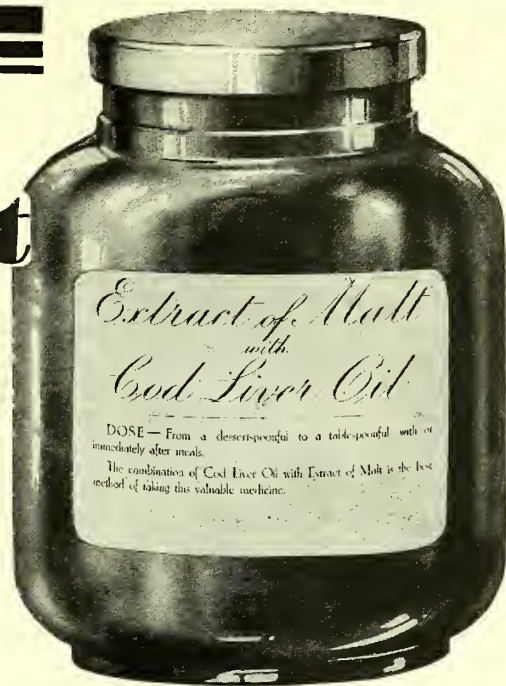


**PARKE, DAVIS & CO., 50, BEAK ST., LONDON, W.1.**



# Sell the Malt Extract that builds reputations

**B**ESIDES building healthy bodies, our Malt Extract builds reputations and profits too. Each year our sales grow and grow in very gratifying fashion, and it is open to you to develop your own Malt Extract trade on the same basis of unvarying quality.



Our Malt Extract is produced by the largest firm of Malt Extract manufacturers in Great Britain—probably in the World—and it is of the highest, most consistent quality obtainable at any price.

The packs are eloquent of the quality they contain, and we offer a variety and choice of labels unequalled in the trade. Some of the most popular are shown and all are offered with or without own-name as you desire.

Make Malt and Oil a stable and profitable part of your business—buy it this season from

## GOODALL'S



### CONTRACTS and QUOTATIONS

*We can quote very keenly, and shall be pleased to receive your enquiries, stating quantity required for season's contract.*

**GOODALL, BACKHOUSE  
& CO., LTD. LEEDS**



This attractive display piece deserves a prominent place in your window or on your counter. The appeal of healthy rollicking kiddies focussed on to the bottle of Harvester Malt Extract will increase your sales.

#### SPECIAL DELIVERY CASES

For convenience in stocking and ease in serving special delivery cases are available.

## Now is the time to make a display of "HARVESTER" BRAND Malt Extract and Cod Liver Oil

"Harvester" Malt Extract is prepared by the latest processes in vacuum stills from super selected Scotch Barley, while the finest Norwegian steam-refined Cod Liver Oil only is used.

It is guaranteed to suit all palates being absolutely free from any fishy taste or odour. Write for particulars of our FAVOURABLE CONTRACT TERMS.

## "THREE MONKS" GINGER WINE ESSENCE

A rich pure essence of fine flavour, sufficient to make 6 pints of wine, in attractive dimple Bottles to retail at 9d.

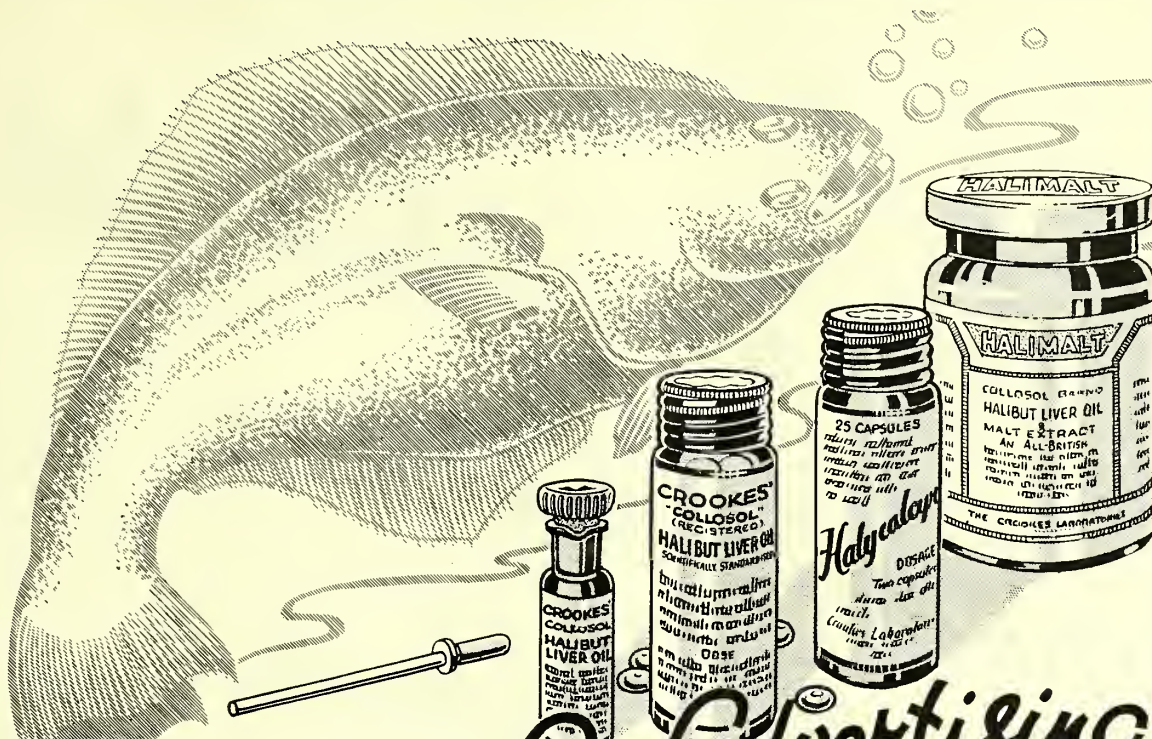
An amusing sales-compelling display to take three actual bottles, supplied with orders for 4 doz. "Three Monks" Ginger Wine essence is a consistently good seller throughout the cold weather.

1 doz. 6/3, 3 doz. 6/- doz., 6 doz. 5/9 doz.

A. de ST.DALMAS & Co. Ltd.  
LEICESTER







## Our Press Campaign

is appearing in

**The Times**

**Daily Mail**

**Daily Express**

**News-Chronicle**

**Daily Herald**

**70%**  
PROFIT ON  
OUTLAY

*and it's a  
P.A.T.A. line*

*Big Advertising  
now in full swing*

Through the medium of these great daily newspapers an interest in this wonderful All-British series of products will be created in millions of homes. Last year emphatically proved that Crookes' Halibut Liver Oil has come to stay. Do not waste time therefore—take advantage at once of the generous bonus terms offered. Full particulars will be gladly forwarded upon request.

# CROOKES'

'COLLOSOL' (Reg'd)

# HALIBUT LIVER OIL

**STANDARDISED**

THE CROOKES LABORATORIES

(British Colloids, Ltd.)

PARK ROYAL, LONDON, N.W.10

Telephone: Willesden 6313 (3 lines)

Telegrams: Collosols, Harles, London



Don't worry about that  
Special Line —  
Get it from



**BUTLER & CRISPE**

*Established 1777*

*Patent Medicine Vendors, Druggists' Sundriesmen, Toilet and Perfumery Agents*

**80/84 CLERKENWELL ROAD,  
LONDON, E.C.1.**

Telephone : Clerkenwell 2661 (private exchange). Telegrams : "Alluwant, Smith, London." Cables & Marconigrams : Alluwant, London.



## INDEX TO ADVERTISERS

Acton Pill & Tablet Co., Ltd. (Uricure Tablets) ..... xiv	Britton, Malcolm & Waymark, Ltd. (Druggists' Sundries) ..... 9	Gambles, J. C., & Co., Ltd. (Odo-ro-no) 30
Aerograph Co., Ltd. (DeVilbiss Atomizers) ..... xvi	Burall Bros. (D. & P. Service) ..... 30	Gardiner & Co. (The Scotch House), Ltd. (Overalls) ..... 12
Anzora Perfumery Co., Ltd. (Hair Cream, &c.) ..... 22	Burge, Warren & Ridgley, Ltd. (Surgical Rubber Goods) ..... 30	Gardner, W., & Sons (Glos.), Ltd. (Machinery) ..... 32
Aspres Distributing Co., Ltd. (Headache Tablets, &c.) ..... xix	Burrough, James, Ltd. (S.V.R.) ..... Leader Page	George, Ernest J., & Co. (Valuer, &c.) Col. Supp.
Aspro, Ltd. (Aspro) ..... xi	Burroughs Wellcome & Co. ('Hazeline' Cream, &c.) ..... 35	Gibbs, Antony, & Sons (Iodine) ..... vi
Association of Manfg. Chemists, Ltd. Col. Supp.	Burt, Boulton & Haywood, Ltd. (Disinfectants) ..... 6	Goodall, Backhouse & Co. (Malt Extract) ..... 1
Atomisers, Ltd. ("Millett" Atomisers, &c.) ..... xiv	Butler & Crispe (Sundries) ..... 4	Grout & Co., Ltd. (Crêpe Bandages, &c.) ..... 26
Ayer, Harriet Hubbard, Ltd. (Toilet Preps.) ..... 22	Cataline Co. (Veterinary Medicines) ... 8	Guyot-Guenin & Son (Tamar Indien Grillon) ..... xiv
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists) ..... 15	Christy, T., & Co., Ltd. (Co-re-ga) ..... 30	Hackett, S. E. (Film Overstocks) Col. Supp.
Baird, J., & Sons (Optical Frames) ... 8	Clark, Cicero S. (Cachets) ..... xiv	Hancock, James Lyne, Ltd. (Hot Water Bottles) ..... 28
Baiss Bros. & Co., Ltd. (Seasonal Lines) ..... xvi	Clark, S. F. (Valuer, &c.) ..... Col. Supp.	Harley, T., Ltd. (Rodine) ..... 29
Barnett, Jack L., Ltd. (Bottles) ..... 30	Continental Laboratories, Ltd. (Lactobyl) ..... xviii	Hedley, T., & Co., Ltd. (Glycerine) ... 30
Battle, J. C. M. (Vermin Killer) ..... 29	Cooper, Son & Co., Ltd. (Cachets) ..... 30	Hill, T., Engineering Co. (Hull), Ltd. (Bottle Washing Machinery) ..... 34
Beaucaire Laboratories (Dry Cleaning Fluid) ..... 29	County Perfumery Co. (Brylcreem) ..... 25	Hirst, Brooke & Hirst, Ltd. (Jocks Pastilles) ..... viii
Beechams Pills, Ltd. (Beecham Products) ..... xiii	Cox, A. H., & Co., Ltd. (All Fours Cubes) ..... Cover	Hobson, J., & Sons, Ltd. ('Vintegg' Egg Wine) ..... 30
Bell, John, Hills & Lucas, Ltd. (Cold Cure Capsules) ..... Leader Page	Crookes Laboratories (Halibut Liver Oil) ..... 3	Hough, Hoseason & Co., Ltd. (Nalga Antiseptic) ..... 5
Bengué & Co., Ltd. (Agocholine, &c.) xvii	Dalmas, A. de St., & Co., Ltd. (Malt and Oil, &c.) ..... 2	Howard, Lloyd & Co., Ltd. (Fills, Tablets, &c.) ..... vi
Berdoe & Fish, Ltd. (Valuers, &c.) Col. Supp.	Dudley & Co., Ltd. (Christmas Window Display Material, &c.) ..... 10, 12	Hurtley, Fred, Ltd. ("Litesome" Body Belt) ..... 28
Bicycle & Motor Cycle Show ..... 31	Duncan Flockhart & Co. (Croodyne, &c.) ..... ii	Iglodine Co., Ltd. (Iglodine) ..... xii
Blackie, R. (Spun Ointments) ..... xvii	Earl Haig's Poppy Fund ..... Leader Page	Imperial Chemical Industries, Ltd. (Hypo) ..... v
Bleasdale, Ltd. (Sapo Mollis Virid B.P.) xiv	Elboz, L., & Son (Metal Smallwares) ... 12	Jackson, E., & Co., Ltd. (Pastilles, &c.) ..... xviii
Blythe, W., & Co., Ltd. (Chemicals) ... iv	English Grains Co., Ltd. (Vestamin) Leader Page	Johns, Son & Watts, Ltd. (Cartons and Boxes) ..... 24
Bob Martin, Ltd. (Dog Remedies) ..... 16	Evans Sons Lescher & Webb, Ltd. (Ephregel Nasal Jelly) ..... 13	
Booth, J., & Son (Machinery) ..... 32	Ex-Lax, Ltd. (Laxative Chocolate) ..... 31	
Brierley, John (Valuer, &c.) ..... Col. Supp.	Ferber, Robert, Ltd. (Capsules) ..... viii	
British Drug House, Ltd., The (Radiostoleum) ..... 36		
British Xylonite Co., Ltd. (Halax Hair Brush) ..... 21		

[Continued overleaf.]

## AN EVER-WIDENING CIRCLE...



The fact that the medical and dental professions regularly use this new and unique antiseptic in their own surgeries as well as recommend it to their patients, is a sure indication of its worth. Skilful propaganda steadily maintained means definite enquiries for

## NALGO

## THE ANTISEPTIC

It merits your attention and recommendation because it is absolutely safe—definitely kills pain—stops swellings and quickly subdues inflammation. There is a good margin of profit and you can obtain direct or from your usual wholesaler. Packed in two sizes, 10½d. or 1/6

If you would like interesting literature we invite your enquiries for

**TAB. ARTHRITONE** — for Rheumatoid Arthritis and allied Rheumatic conditions.

Gives results where other methods of treatment have failed.

Price ... 100 250 500 1,000  
4/6d. 8/2d. 16/- 30/-

**TAB. CHELIDON CO.** — for Gall Stones.

Excellent results in Gall stones, affording endless opportunity to enterprising Chemists.

Price, in bulk, 32/- per 1,000 nett.

**HOUGH, HOSEASON & CO., LTD.**

TRADE AND EXPORT  
ENQUIRIES INVITED

Manufacturing Chemists, MANCHESTER 3



**INDEX—cont.**

Johnson & Johnson (Gt. Britain), Ltd. (Ortho-gynol) .....	27	Olley, C., & Sons, Ltd. (Corks) .....	10	Stewart, Goodall & Dunlop, Ltd. (Nuctone) .....	25
Josephs, Philip, & Sons, Ltd. (Shop-fittings) .....	Col. Supp.	Orridge & Co. (Valuers, &c.).....	Col. Supp.	Sturge, J. & E., Ltd. (Precipitated Chalk) .....	vi
Kemsales, Ltd. (Besorbon) .....	xii	Paramount Products, Ltd. (Confectionery) .....	vi	Sure Seal & Sutax, Ltd. (Capping Machines) .....	12
King, J. C., Ltd. (Shopfittings, &c.).....	8-34	Parke, Davis & Co. (Shaving Cream)....	Cover	Teece Co. (Mortar Signs) .....	30
Kolyvos (Sales), Ltd. (Antiseptic Dental Cream) .....	24	Pearson & Co. (Chesterfield, Ltd. (Stoneware Containers) .....	34	Tenz, Ltd. (Deodorant Tablets) .....	30
Lamb & Watt, Ltd. (Wines) .....	14	Pharmaceutical Laboratories, Ltd. (Iron-Ox Tablets) .....	xii	Thornton & Ross, Ltd. (Halibut Liver Oil) .....	9
Lawrence, G. H., Ltd. (Razor Blades) .....	25	Potter & Clarke, Ltd. (Wholesale Druggists) .....	33	Thurley, G. E., & Son (Liquid Paraffin) .....	8
Lightbown, J. W., & Sons, Ltd. (Grips Pastilles) .....	xv	Prideaux's, Ltd. (English Dried Milk) .....	xvi	Tonicity Laboratories, Ltd. (Halmagon Brand Tablets) .....	Cover
London & Provincial Factors, Ltd. (Wanie Blades) .....	22	Proprietary Agencies, Ltd. ("California Syrup of Figs") .....	7	Town Talk Polish Co. (Liquid Silver Polish) .....	31
Low, Son & Haydon, Ltd. (Toilet Preps.) .....	30	Robinson & Sons, Ltd. (Sanitary Towels) .....	26	Townsend, J., & Sons (Showcards) .....	34
Macandrews & Forbes, Ltd. (Apollo Liquorice) .....	ii	Rudolph-Riddell, F. O. (Bronchovydin) .....	7	United Glass Bottle Manufacturers, Ltd. (Medical Bottles, &c.).....	17. xx
McDonald Research Laboratories (Shampoos) .....	23	Scintillating Sign Service (Illuminated Signs, &c.) .....	31	Vareen, Ltd. (Liquid Nail Polish) .....	Leader Page
McGlashan, D., Ltd. (Abdine) .....	30	Scurr, C. A. (Optical Tuition) .....	30	Wagner, R. V. (Bottle Caps) .....	10
Mandall & Co., Ltd. (Licoricine) .....	x	Shadeine Co. (Hair Dyes) .....	30	Waide, Thos., & Sons, Ltd. (Printing) .....	20
Martin, Bob, Ltd. (Dog Medicines) .....	16	Sherley, A. F., & Co., Ltd. (Veterinary Preparations) .....	29	Washington Chemical Co., Ltd. (Cream of Magnesia) .....	vii
Martindale, W. ("E.S.T.P.") .....	ix	Siemens Electric Lamps & Supplies, Ltd. (Electric Lamps) .....	32	Watts, T., & Walker, Ltd. (Valuers, &c.).....	Col. Supp.
Mather, William, Ltd. (Plaisters, &c.) .....	28	Simpkin, A. L., & Co., Ltd. (Halibut Liver Oil Hexagons) .....	xii	Webb, Wm. A., Ltd. ("White Monarch" Balance) .....	24
Matthews, D., & Son (Shopfittings) .....	Col. Supp.	Smith, T. & H., Ltd. (Alkaloids) .....	iv	Whiffen & Sons, Ltd. (Extract of Ipecac. Liq., B.P.) .....	iii
Maund, F., & Berg, E., Ltd. (Showcases) .....	29. Col. Supp.	Solazzi Liquorice .....	iv	Wilcox, Jozean & Co. (Foreign Medicines, &c.) .....	Leader Page
Maw, S., Son & Sons, Ltd. (Sundries) .....	11	Solport Bros., Ltd. (Hot Water Bottle Covers) .....	26	Williams, G. M., & Co. (Cystex) .....	18, 19
Mawdsley, D., & Co. (Malt and Cod Liver Oil) .....	30	Southall Bros. & Barclay, Ltd. (Sanitary Towels) .....	28	Wilson & Mansfield, Ltd. (Eucalyptus Oil) .....	x
Meggeson & Co., Ltd. (Pastilles) .....	i	Speake, W. (Old Bottle Stocks) .....	Col. Supp.	Wood Bros. Glass Co., Ltd. (Glassware) .....	10
Menley & James, Ltd. ("Iodex," &c.).....	ix	Spencer Bros. (Hot Water Bottle Covers) .....	28	Zeal, G. H., Ltd. (Clinical Thermometers) .....	26
Monsanto Chemicals, Ltd. (Phenacetin, &c.) .....	Cover	Starke, R. W. B. (Camomile Oil) .....	30		
Mundet Cork Products, Ltd. (Corks and Stoppers) .....	24	Stemco, Ltd. (Mistol) .....	xv		
Newball & Mason, Ltd. (Extract of Herbs) .....	14	Sterns, Ltd. (Oils, Petroleum) .....	x		
Norwegian Cod Liver Oil .....	14				

# When you tender for **Disinfectants**

to Hospitals, Public Institutions, Local Councils, &c.

REMEMBER that—

## *Burt, Boulton & Haywood*

give you special terms for contracts. **LTD.**

Carbolic Disinfecting Fluids containing 3% to 80% Tar Acids.

White Disinfecting Fluids—miscible in salt, fresh or brackish water, Co-efficients 10/12, 18/20, 20/22, 24/26.

Lysol B.P. Quality. Pine Disinfecting Fluids.

Pink Carbolic Disinfecting Powders containing 5% to 20% Tar Acids.

Cresote Disinfecting Powders containing 5% to 20% Tar Acids.

Tar Acids and Rideal Walker Co-efficiency guaranteed. May be sold by Chemists and Druggists under own name.

Special Disinfectant Fluids approved by the Ministry of Agriculture under the "Diseases of Animals Acts." May be packed and sold by Chemists under own name.

SAMPLES AND PRICES ON APPLICATION TO

Carbolic Disinfecting Fluids, Rideal Walker Co-efficients 2 to 20.

Liquid Carbolic and Cresylic Acid, Dark 95/97% and Pale 97/99%.

Sulphur Candles. Formaldehyde (Formalin) 40% Solution.

Formaldehyde (Formalin) Tablets. Liquid Soaps.

SOLUBLE Carbolic or Pine Blocks for road watering vans.

Carbolic Weed Killer, etc.

# **BURT, BOULTON & HAYWOOD, LTD**

**BRETENHAM HOUSE, WELLINGTON ST., STRAND, LONDON, W.C.2**

Phone: Temple Bar 5801 (5 lines)

Telegrams: "Burboul, Rand, London."





*for* **ASTHMA**  
**BRONCHOVYDRIN**

**Bronchovydin Inhalers**  
**7/9 & 18/-**

SAMPLE & LITERATURE FROM  
**FRANCIS O. RUDLOPH-RIDDELL**

Dept. C.D.  
SENTINEL HOUSE, Southampton Row, W.C.1.  
Telephone HOLBORN 9200

# *Increase your Profits*

## TAKE ADVANTAGE OF COMBINED QUANTITY DISCOUNTS

ON  
"CALIFORNIA SYRUP OF FIGS" Brand Laxative (REGD.)

★ PHILLIP'S DENTAL MAGNESIA

★ "MILK OF MAGNESIA" (REGD.)

★ "MILK OF MAGNESIA" Brand TABLETS

★ "DANDERINE" (REGD.)

ON ORDERS VALUE **£6** COMPRISED  
EXCLUSIVELY OF ITEMS MARKED ★  
WE WILL CONTINUE TO ALLOW  
**12½% CASH 30 DAYS**

**£3**

Assortment of goods.  
Through your whole  
saler only.

**5%**

Cash 30 Days

**£6**

Assortment of goods

**7½%**

Cash 30 Days

All discounts are conditional upon 14 days display of goods.

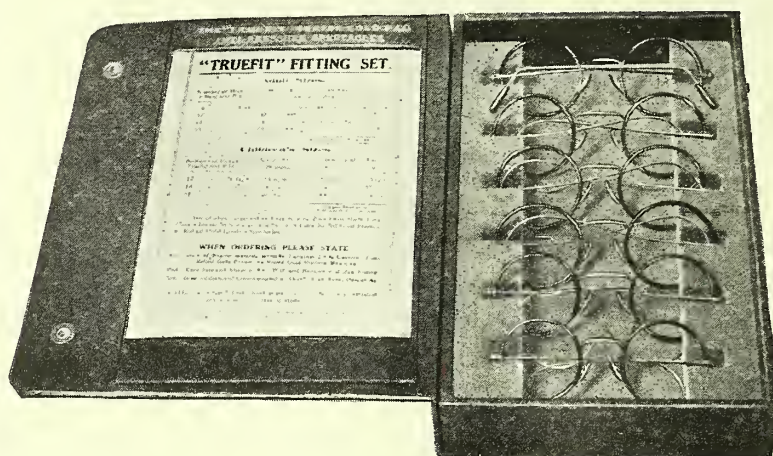
**PROPRIETARY AGENCIES LTD.**

179/181 ACTON VALE, W.3.

Phone : SHEPHERDS BUSH, 435.



# FITTING OF PAD FRAMES SIMPLIFIED



## INCREASING DEMAND

By the aid of one of these fitting sets, with set of ivoryine show cards, at a low cost, almost any make of pad frames can be supplied from stock. Samples and particulars sent on application. Each frame supplied with our trade mark "Optrex" as guarantee of quality.

SINGLE FRAMES AT DOZ. RATE. WE HOLD THE STOCK

*Our fully revised frame list is now ready*

**JOHN BAIRD & SONS, Wholesale & Manufacturing Opticians,**

Telephone & Extensions: CENTRAL 541

Telegrams & Cables: SPECTACLES, GLASGOW (A.B.C. CODE)

70 MITCHELL STREET,

ESTABLISHED 1889

GLASGOW, C.1

**Cataline prevents and cures inflammatory Diseases in Cattle.**

**TO THE TRADE.**

**P.A.T.A. PRICES!**

Are *you* stocking

# CATALINE?

If not, now is the time to send us your orders.

During this month we are posting 200,000 circulars to 200,000 Farmers and all Live Stock Owners.

Many of these are your customers.

They will be asking YOU for CATALINE.

Cataline pleases Your Customers. **IS** The Sales will Please You.  
WHAT **CATALINE** YOU  
WANT

Cases Free. Carriage Paid.  
Our best cash with order, carriage paid, prices are:—  
1 dozen 3 dozen 6 dozen 12 dozen  
36/- 35/6 per doz. 35/- per doz. 34/6 per doz.

Stocked by most Wholesale Houses

Sole Makers:

**The CATALINE CO., Ltd., BRISTOL**

## XMAS WINDOW DISPLAY

OUR NEW CATALOGUE OF WINDOW SHOW-CARDS, VALANCES, CREPE PAPERS AND ALL THE LATEST CHRISTMAS DISPLAY NOVELTIES IS NOW READY. SEND AT ONCE FOR LIST No. 1530 POST FREE ON APPLICATION.

**J. C. KING LTD.**

DISPLAY SPECIALISTS

42-60 GOSWELL RD., LONDON, E.C.1

PHONES: CLERKENWELL 2316 (6 LINES).

# PARAFFINUM LIQUIDUM.B.P.

OLEUM  OLIVAE

**G. E. THURLEY & SON**

UNITY WORKS

LATIMER ROAD

PHONE  
MARYLAND 4666

LONDON E.7



THE HOUSE FOR

# DRUGGISTS' SUNDRIES

SURGICAL SUNDRIES  
HOT WATER BOTTLES  
B.P.C. DRESSINGS  
TOILET BRUSHWARE

TRADE



MARK

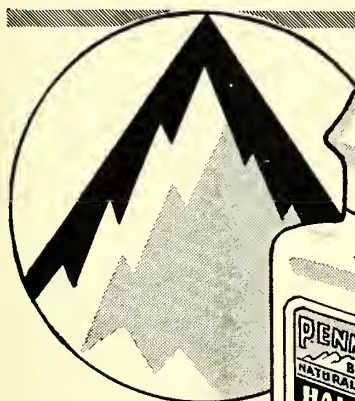
SPECIAL ALL GLASS  
SPRAYS. R.J.R. SERIES  
LETTERED DELF JARS  
NOVOLA DELFETTE JARS  
ELASTIC HOSE

**BRITTON, MALCOLM & WAYMARK, LTD.**  
38 SOUTHWARK BRIDGE ROAD,  
LONDON, S.E. 1

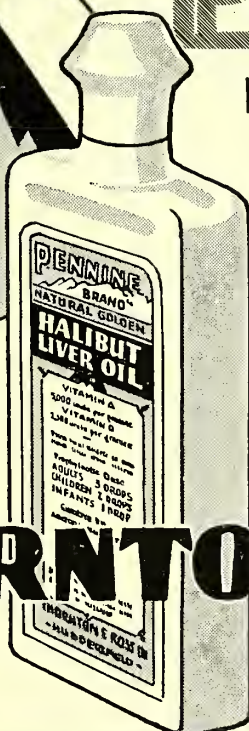
Telephone:  
Waterloo  
1442 (2 lines)

*Near Southwark Bridge, South Side of River.*

Telegrams:  
"Clinbritic,  
Boroh, London."



**PROPHYLACTIC  
AND  
CURATIVE**



**PENNINE BRAND**  
Purest Grade, Natural Golden  
*Halibut* **LIVER OIL**

The more intelligent public is now fully aware of the high vitamin content of Halibut Liver Oil. Pennine brand is a highly purified extraction with a steadily increasing demand due largely to personal recommendation.

It offers a generous profit to the chemist.

Vitamin A Content : 5,000 units per gramme

Vitamin B Content : 2,500 " " "

Supplied in two sizes, packed in attractive cartons.  
Showcards available.

## THORNTON and ROSS, LTD.

Prices and  
Trade terms sent  
on application

**MANUFACTURING CHEMISTS  
MILNSBRIDGE  
HUDDERSFIELD**



TR4



**PHARMACEUTICAL**

**W** **HIGHEST**

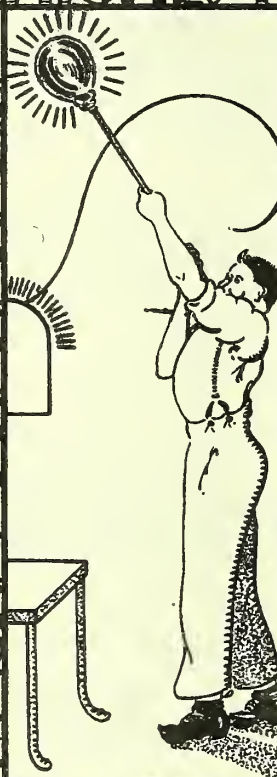
DISPENSING  
BOTTLES  
CHEMISTS  
ROUND  
FEEDING  
BOTTLES  
FOXHOLE  
BOTTLES  
EYEBATHS

SPRINKLER  
BOTTLES  
OPAL AND  
FROSTED  
GLASSWARE

**QUALITY**

**GLASSWARE**

K. GRAHAM



DESIGNERS & MANUFACTURERS  
OF GLASSWARE FOR PERFUMES  
COSMETICS AND BATH SALTS

**WOOD BROS. GLASS CO.  
LIMITED**

(ESTABLISHED 1826)

**BARNSELY . . . ENGLAND**

# Corks

OF EVERY  
DESCRIPTION

*Send us your Enquiries,  
and compare our prices.*

WHOLESALE & EXPORT

**C. OLLEY & SONS, LTD.**  
ESTABLISHED 1844

Camperdown St., and Gt. Alie St., London, E.1  
Tel. No.: Royal 2868. Tel. Add.: "Circumference, Ald, London."

**METALLIC CAPSULES**  
*for all purposes*

**The Tonkin Metallic Capsule Co.**  
Proprietors: C. Olley & Sons, Ltd.

*Xmas Window  
Posters, Showcards,  
& Window Decorations*

will give that finishing touch to convince the potential  
buyer that yours are the goods for Christmas presents.  
Illustrated List, in colours, No. C.D. 1560, showing  
tickets, posters, window slips, and all decorations  
applicable to the festive season, free on mention of  
this journal.

**DUDLEY & CO. LTD.** 451 HOLLOWAY RD.  
LONDON, N.7  
City Showrooms—65-66 FORE STREET, E.C.7

**NOW BRITISH MADE**

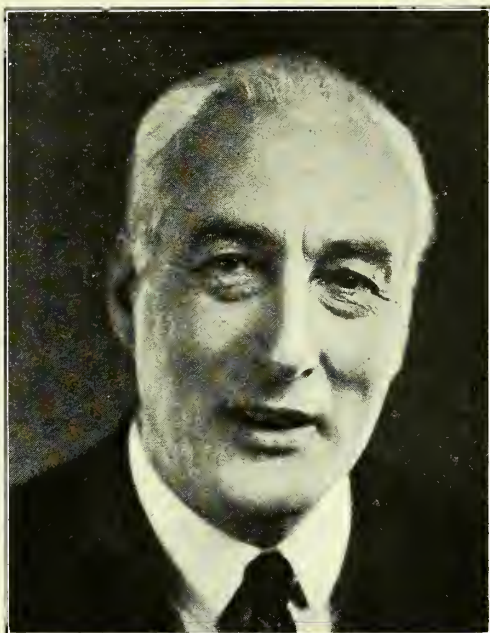
**WAGNER'S DRY BOTTLE CAPS**  
BEST IN QUALITY & APPEARANCE



*Self-Fixing*

**R. V. WAGNER**

33 BROOKE ST., LONDON, E.C.1 Tel. Holborn 5090



"I BUY FROM  
MAW'S BECAUSE  
THEY OFFER ME  
UNIQUE  
SERVICE!"

- 1. They send an experienced, competent representative regularly.
- 2. He carries an adequate range of samples.
- 3. They send me M.S.S., keeping me posted with new lines.
- 4. They issue a stunning Fancy Merchandise List.
- 5. Their London Showroom is a positive exhibition.
- 6. They specialise in Chemists' Sundries.
- 7. Their packing and presentation is the finest in the trade.
- 8. They don't just sell to me, they sell for me.
- 9. They offer me a very prompt delivery service.
- 10. They give me a stronger measure of policy support than any other House in the trade.

# **MAW of LONDON**

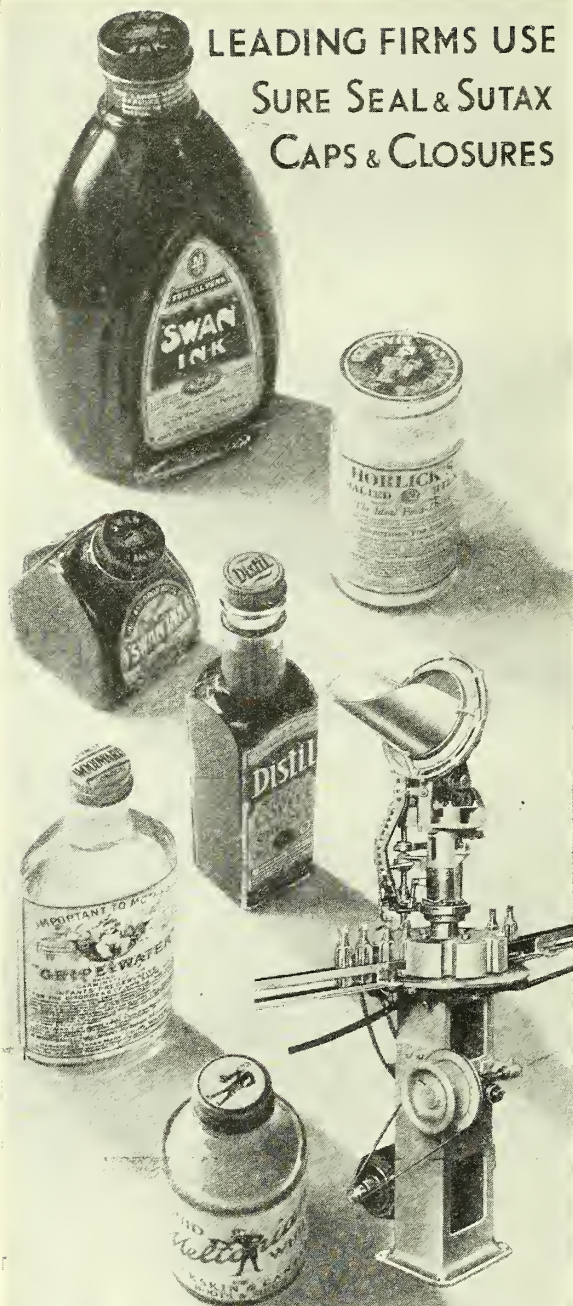
## **SUNDRIES SUPPLIERS OF REPUTE**

S. MAW SON & SONS LTD., 7-12 ALDERSGATE STREET, E.C.1

'Phone : NATional 2468 (Private Exchange)



## LEADING FIRMS USE SURE SEAL & SUTAX CAPS & CLOSURES



# SURE SEAL & SUTAX LTD

GARDINER HOUSE, 10/14 CHARTERHOUSE STREET,  
LONDON, E.C.1

Telephone: Holborn 3371-2

Telegrams: "Sursealite, Smith, London"

## OVERALLS for all

Made from most reliable materials.

DENTISTS' COATS (as illus.)

Fine Quality White Drill  
12/6, 14/6, 16/6

### JACKETS

Step Collar. White Drill  
4/6, 5/11, 7/11  
Khaki ... 8/6, 10/6  
Grey ... 6/11, 8/6  
Black Poplin ... 12/6

### LONG COATS

White Drill 5/11, 7/6, 9/6, 11/6, 12/6  
Khaki 4/11, 5/11, 8/6, 9/6, 11/6, 13/6  
Grey ... 7/6, 9/6, 11/6  
Black ... 14/6

### APRONS

Black or Yellow Oilskin, Waterproof  
3/9, 5/6

### LADIES

Coat Overall, with Belt, Inset or  
Raglan Sleeves. White  
8/11, 10/6, 12/6

Khaki ... 8/11, 9/11  
Also "Crossover" Style, with Belt.

White ... 5/11, 7/11, 10/6  
Khaki ... 8/11

Any Colour or Design made to order.  
Patterns free.

Special prices for Large Quantities.  
All Garments well cut and smartly  
tailored. State Chest Measure and  
Height. Orders for 20 - post free.  
Cash refunded if not approved.

Illustrated Price List on application.

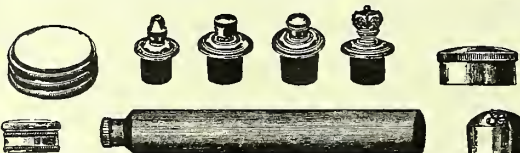
'Phone: BISHOPSGATE 6751

## GARDINER

& CO. (The Scotch House), LTD.

1, 3, 5 Commercial Road, LONDON, E.1

And Branches throughout London.



FOR BRITISH MADE METAL SMALL-  
WARES OF EVERY DESCRIPTION

GET IN TOUCH WITH

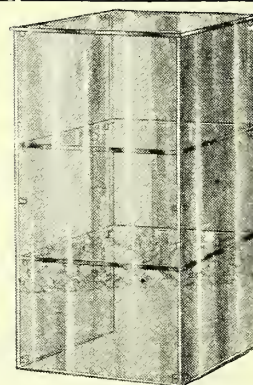
**L. ELBOZ & SON**

MANUFACTURERS, MERCHANTS & AGENTS

"RAYON D'OR" WORKS

Tel.: Brixton 3456

94 FERNDENE ROAD,  
LONDON, S.E.24



## THE IDEAL CHEMISTS' COUNTER CASE

The Case that prevents pilfering  
No. C.D.F. 4479

Frameless Case with chromi-  
um plated clips. New 1/4"  
glass, open at back  
30" high x 15" wide x 12"  
back to front  
47/6

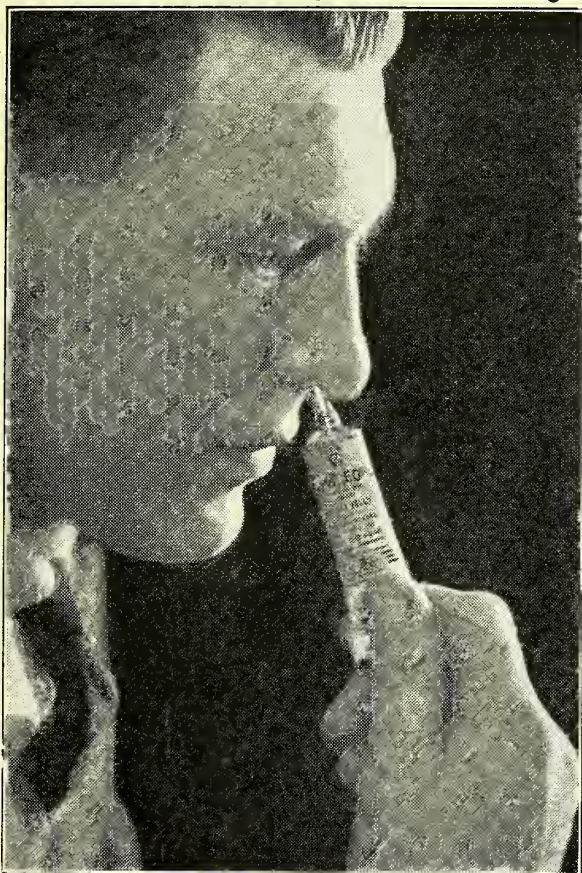
Other size stocked

Send for our new Lists  
Nos. C.D. 1483 & 1500

**DUDLEY & CO., LTD.**  
451 Holloway Rd., London, N.7

City Showrooms:  
65 FORE STREET, E.C.





The Non-Greasy  
Nasal Jelly

# EPHREGEL

Trade Mark Regd.

For prompt  
and efficient  
relief in

## CATARRH AND COLD IN THE HEAD

Ephregel is a combination of  
Ephedrine and Adrenalin with  
suitable analgesics and aromatics in  
a water-soluble non-greasy base.

CLEANLY & CONVENIENT IN USE

In tubes at 1/6 each.

Trade price 15/- doz. less 25%

*Prepared at Evans Biological Institute*

**EVANS SONS LESCHER & WEBB LTD.**

LIVERPOOL

LONDON E.C.1

DUBLIN





## VITAMINS A and D IN THE RIGHT PROPORTION

Scientific investigations have shown that the human body requires a minimum supply of vitamins which must not only be quantitatively adequate but which should be administered in the right proportion.

Scientists concur in the opinion that Norwegian Medicinal Cod Liver Oil contains vitamins A and D in necessary quantities and in the right proportion i.e. 500 vitamins A and at least 200 vitamins D per gram.

It is also an established fact that vitamins from a natural source, as afforded by Norwegian Medicinal Cod Liver Oil, are more beneficial in their effects than the synthetic product.

## NORWEGIAN COD LIVER OIL

WORLD-FAMOUS FOR ITS HIGH QUALITY

### INVALID CADIZ SHERRY

IN BULK AND BOTTLE  
Full duty, shipped expressly from our Spanish  
House for Chemists' use by

**LAMB & WATT, Limited**

*Established 1847*

**46/48 St. Anne Street  
LIVERPOOL**

*who also specially manufacture*

ORANGE WINE,  
"WIN FERRO" TONIC BLOOD WINE,  
"CROWN" Brand LIEBIG'S MEAT AND  
MALT WINE, VIN FERRI CIT.,  
"BROADWAY" ORANGE—"ORCHARD"  
CHERRY — "JEANETTE" MARTINI  
COCKTAILS.

Green Ginger, Raisin, Cowslip, Spiced Elderberry, etc.,  
made only from the fresh fruit. Purity fully guaranteed.  
Highest Awards at all Exhibitions where shown.

Full Strength AUSTRALIAN RED,  
TAWNY AND WHITE WINES,  
AUSTRALIAN SHERRY and  
every kind of foreign wine.

DUMAS ★★★ BRANDY—DOURADOS PORTS

WRITE FOR PRICES AND SAMPLES

## MASON'S EXTRACT OF HERBS

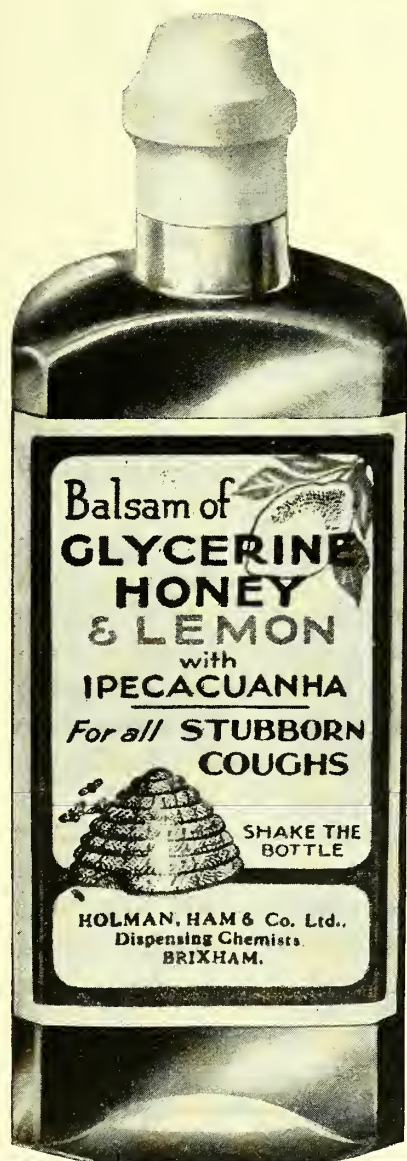
May we have the pleasure of  
sending you particulars of our  
Window Display Scheme?



**NEWBALL & MASON  
LIMITED  
NOTTINGHAM**



# THE SEASON'S ★ WONDER-SELLER



Up and down the country this remarkable OWN NAME COUGH PREPARATION is selling in hundreds of gross per week

## WHAT IS YOUR SHARE IN IT?

Retail Prices					
7½d.	...	...	...	...	1/-
Trade Prices					
5/-	per dozen				8/-
4/10	6 dozen lots				7/9
4/8	1 gross lots				7/6
4/5	5 gross lots				7/-

(Deliveries arranged)

★ **TASTE IT**  
yourself and realize the reason. A sample to any Trading Chemist

## AYRTONS

Hanover Street and LIVERPOOL, 1  
44-46 North Lotts and DUBLIN, C.9

**AYRTON'S NEW PACKED GOODS  
PRICE LIST SENT ON REQUEST**



What is Correct Conditioning? your customers will ask



## Your answer will bring you *Extra Profits*

IN the past most dog owners have been content to give their dogs Bob Martin's Condition Powders only occasionally, or as a cure for some specific blood ailment. Now, however, the new 'Regular Beggar' advertising appearing in national newspapers is teaching dog owners everywhere the wonderful results to be obtained by conditioning their dogs regularly. They are urged to give a Bob Martin's Condition Powder at morning, noon and night, on two consecutive days in every week, this is what correct conditioning means.

It will be readily understood that, as dog owners all over the country see this advertising and begin to adopt *regular* conditioning as a means of keeping their dogs always in perfect health and lovely coat, the sales of Bob Martin's Condition Powders will be increased considerably.

By giving your customers accurate information about correct conditioning for their dogs and cats, you will turn them from casual customers to regular customers, and thus you will increase your sales.

*Write now to Southport for a further supply of the attractive cut-outs and window bills that tie up with the present Bob Martin advertising campaign. Ask for display A, or if you require a larger size for your window, display B.*



**BOB MARTIN LIMITED · SOUTHPORT · ENGLAND**



# INDISPENSABLE

to busy  
dispensers



## U.G.B. MEDICAL BOTTLES

THE now famous U.G.B. sterilised medical bottles are invariably used by the wise dispenser. Processed by passing every single bottle through boiling distilled water and drying in super-heated filtered air, the U.G.B. sterilised bottle service is a labour-saving proposition that pays.

**Packed in Sealed Non-Returnable  
Standardized Fibre Cartons in the  
Following Quantities Only**

1 oz. Packed 2 gross per case.	8 oz. Packed 6 doz. per case.
2 oz. " 1½ " "	10 oz. " 4 " "
3 oz. " 1 " "	12 oz. " 4 " "
4 oz. " 1 " "	16 oz. " 4 " "
6 oz. " 6 dozen "	20 oz. " 3 " "

**UNITED GLASS BOTTLE**  
MANUFACTURERS • LIMITED

**The Largest Manufacturers of Glass Bottles in Europe**  
40-43 NORFOLK STREET, STRAND, LONDON, W.C.2

Telephone :  
TEMPLE BAR 6680 (10 lines)

Telegrams :  
" Unglaboman, Estrand, London "



# Guaranteed Profits for YOU

**T**HE makers of Cystex, the new but already famous Kidney and Bladder Tablets, do not ask chemists to take any risk. They say "stock Cystex—It must sell or we will buy it back from you before Christmas 1934."

That offer guarantees your sales and guarantees you a profit without any risk. So order from your wholesaler to-day a supply in both 3/- and 6/- sizes. Usual Trade terms.

## Advertised

in all the big papers two and three times a week, including

Daily Mail, Express, Herald, News-Chronicle, Mirror, Sketch, etc.  
News of the World, People, Empire News, Sunday Dispatch.

Over 50 of the best weeklies and monthlies like John Bull, Radio Times, Answers, Everybody's, Nash's, Strand, etc.

59 of the best Provincial Dailies and Evenings.

Over 150 of the most powerful weekly newspapers all over the country.

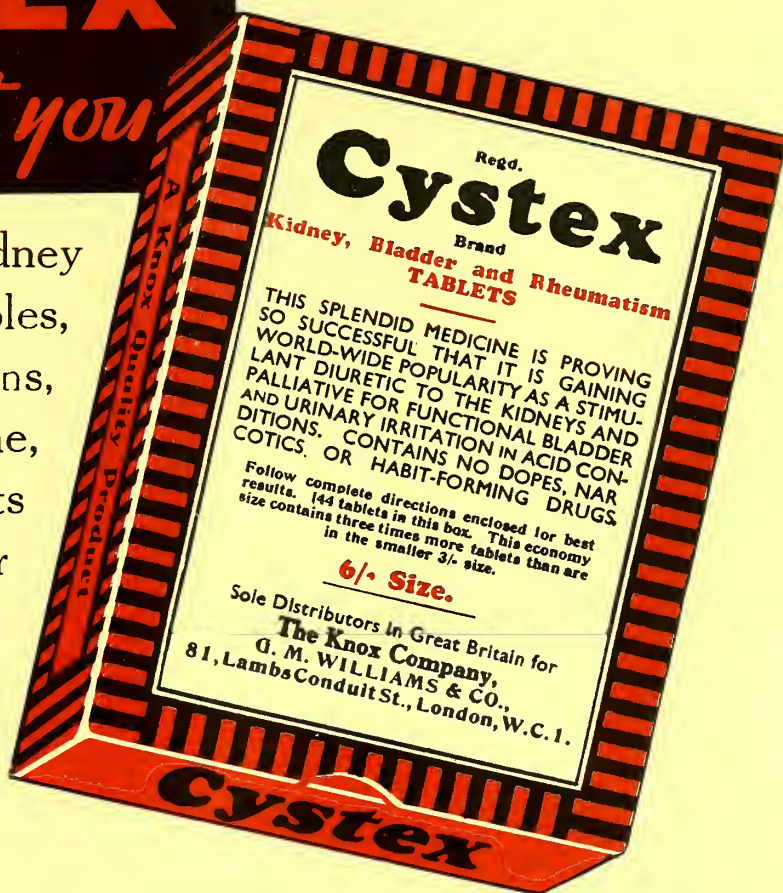
Total circulation nearly two hundred million copies in the month

and . . .  
Guaranteed  
. . . for

# Guarantee CYSTEX

*We protect you*

And sufferers from Kidney and Bladder Troubles, Rheumatism, Leg Pains, Nervousness, Acid Urine, and kindred ailments take no risk either, for the makers of Cystex say "Cystex must satisfy or money back on return of the empty package."



*Sole Distributors :*

**G. M. WILLIAMS & Co.**  
81 Lamb's Conduit Street,  
London, W.C.1

# Satisfaction your customers !





### **“Yes, I’ll take that one, please!”**

Getting buyers to say that is not an easy task, it is a matter of working him or her into the proper frame of mind and you must do many things before they will act and buy.

I daresay you’ve made improvements in the product or service you sell. You’ve added new items and discontinued others. Your business has not stood still neither have your customers, but some concerns will get more than their normal share of business this year. Not because their sales force will work harder than others, although this will certainly help, but because they will recognise a change in the mind of the buyer, and will adjust their selling methods to meet it.

Many of the men in responsible jobs are young. Many are new to their duties, but they have done a lot of thinking. They look at the organisation of their activities in terms of efficiency and future development.

I am going to suggest therefore, that this is the time to examine your booklets, catalogues and other printed pieces, and to bring them into line with the new perspective. The business man who does this and presents his selling story to these young men in an efficient manner will gather a reward in more orders. If you would like the assistance of someone who is anxious to give you a wholehearted service in this direction, I hope you will communicate with us.

---

Thomas Waide & Sons, Ltd., the Printers and Lithographers of Kirkstall Hill, Leeds, will be pleased to co-operate with business men who use Printing for the development of more trade. Ideas and suggestions are prepared free of charge and without obligation of any kind to you.

---

**THOMAS WAIDE & SONS LTD**

*Kirkstall Hill Leeds 5*

# THE NEW HALEX

WASHABLE PNEUMATIC

**HAIRBRUSH**

WITH REMOVABLE

PAD . . **12'6**

RETAIL

MADE IN ENGLAND



Because it's washable, because it's pneumatic, because the bristles are HALEX, because it is made in colours to adorn every dressing table, *because full-page colour advertisements in the Radio Times and the most powerful women's magazines will tell them all about it.*

## **WOMEN WILL ASK FOR IT . . .**

Because it's beautiful, because it's new, and because they must—

**MEN WILL GIVE IT . . .** Because of all these things and the generous HALEX profit YOU WILL SURELY STOCK IT!

**ORDER QUICKLY AND IN LARGE QUANTITIES  
FROM THE BRITISH XYLONITE COMPANY LTD  
HALE END • LONDON • E 4** OR FROM YOUR USUAL WHOLESALER



*All for*  *Beauty*



*No guesswork here!*

They come and they go—so many of these new beauty preparations.

But Harriet Hubbard Ayer preparations are *steady* in their sales. You know for *certain* there will always be demand.

Women who once try Harriet Hubbard Ayer preparations are always faithful to them. And meanwhile carefully planned advertising adds more and more new customers.

No guesswork for you here!

**HARRIET HUBBARD AYER**  
LIMITED  
**BEAUTY PREPARATIONS**

130 Regent Street, London, W.1

NEW YORK

PARIS

MONTREAL



**HEADS YOU  
WIN . .  
by pushing  
ANZORA**

Once a man has used Anzora he'll never use another hair cream. You've won his custom because he is satisfied with what you've sold him. And twenty-five years of advertising has placed Anzora far ahead of any competition. For there is an Anzora line to suit every head—dry, greasy or "glossy." Get your fair share of the millions of users of Anzora by displaying it prominently. Remember—there is 33 1/3 % profit on every quick sale.

*The only  
Gold Medal Hair Cream*

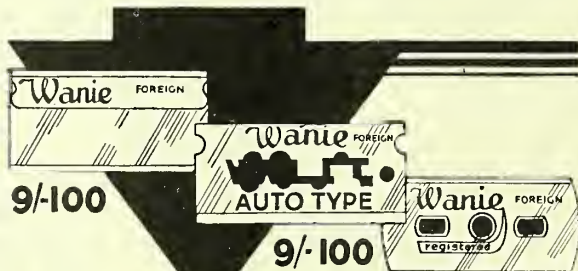
**ANZORA WAVE-  
SETTING LOTION  
FOR LADIES**

A new Anzora line that is going to mean more profit to you. Beautifully perfumed and selling at the popular prices of 6d. and 1/3. Get fully stocked to meet the demand. Trade terms 4/- and 11/- per doz.

**ANZORA**  
**MASTERS THE HAIR**

**TRADE TERMS**  
Cream and Viola  
8/- doz. Retail at 12/-  
12/- " " " 18/-  
20/- " " " 30/-  
Brilliantine 8/- doz.  
Retail at 12/-

**ANZORA PERFUMERY CO., LTD., LONDON, N.W.6**



**WANIE**

8/- GROSS

*The Blade for Every Razor!*

Send for Samples to Dept. C.D.

**LONDON & PROVINCIAL  
FACTORS, LTD.**

146 THEOBALDS ROAD, W.C.1

and at

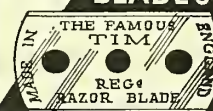
16 WIThey GROVE, MANCHESTER

Enquiries from Irish Free State invited

Wholesalers are invited to apply for Trade Terms

**TIM**

**HAND  
HONED**



**3/6**

GROSS

**BRITISH  
BLADES**





**PRODUCED  
AND FULLY  
GUARANTEED  
BY THE**

**HOUSE of MACDONALD**

*Creators of the World's finest System  
of Permanent Waving*

# *Shampoo by* **MACDONALD**

Macdonald Shampoo is a scientific product—the result of important discoveries following on intensive and strictly scientific investigations into the conditions governing Permanent Waving. For the first time it provides a means of **POSITIVELY INCREASING THE CURLING AND WAVING POWER OF THE HAIR** and thereby the **DURABILITY** and beauty of waves.

Shampoo by Macdonald is the *ideal* Shampoo—perfect and complete in its action. It cleanses perfectly, functions equally well in hard or soft water and leaves the hair bright, soft and glossy. Look out for fuller details of the selling campaign for Macdonald Shampoo during next week.

●  
**RETAILERS**

*Order through your  
wholesale houses*

**48/- gross**

**SHAMPOO**

**BY MACDONALD**

*Retails at*

**6d. per sachet**

●  
**Wholesale Houses**

*Please apply for full  
particulars and terms*

**THIS**

**NEW COMBINATION of VITAL CONSTITUENTS**

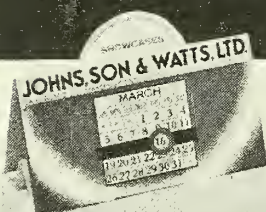
**DEFINITELY IMPROVES THE QUALITY AND**

**TEXTURE OF THE HAIR** *This is a fact scientifically proved*



**CARTONS  
FANCY BOXES  
SHOWCASES  
FOLDING BOXES  
WIRE-SEWN  
BOXES  
EMBOSSSED &  
PRINTED LABELS  
SHOWCARDS  
NOVELTIES, Etc.**

● May we quote you?



**JOHNS, SON & WATTS**  
LIMITED / 40 CITY ROAD, LONDON, E.C.1

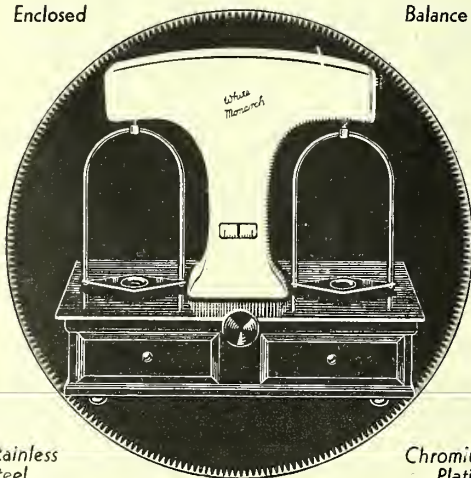
Telephone: Clerkenwell 1128  
Telegrams: Johns, Phone, London.

## Your Dispensary deserves

The Modern "White Monarch"

Enclosed

Balance



Stainless  
Steel

Chromium  
Plating

Entirely protected from dust and fumes by the white porcelain enamelled housing. Strongly made to withstand hard usage and yet retain its sensitivity

Ask your Sundries House to show it to you and judge for yourself

**WILLIAM A. WEBB, Ltd., 4/5 Skinner St., London, E.C.1**

**PRICE REDUCED**

**KOLYNOS** The Antiseptic  
Dental Cream

**NOW 1/-**

(Same as formerly 1/6)

**Also New large size 1/9**

Ask for Showcards featuring PRICE REDUCTION

**TAPERED, PYRAMID, DOMED AND  
FLANGE CORKS**

**COMPOSITION AND BAKELITE  
STOPPERS**

THE MOST COMPETITIVE MANUFACTURERS IN  
THIS COUNTRY

**MUNDET CORK PRODUCTS, LTD.**  
12/18 ABBEY ST., TOWER BRIDGE ROAD, S.E.1

Telegrams:  
MUNDETCOMP, BERM, LONDON

Telephone:  
HOP 2043-4-5





## To Display is to Sell

- Brylcreem is a big seller yielding big profits.
- Brylcreem prices are P.A.T.A. protected.
- Brylcreem is advertised more extensively than any other Hair Cream.

You are sure of profitable displays with

# BRYLCREEM

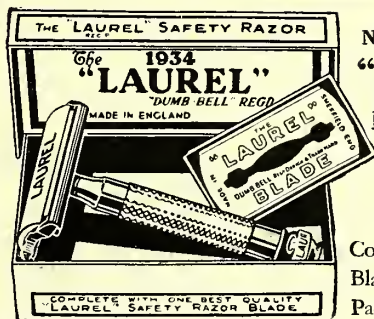
*The Perfect Hair Dressing*

THE COUNTY PERFUMERY CO. NORTH CIRCULAR ROAD. LONDON. N.W.10.

## “LAURELS” for LADIES & GENTS

“LAUREL” REGD.  
LADIES BOUDOIR  
SAFETY RAZOR

Complete Outfit 6d.  
Blades retail at 1½d. each  
Packet of 4 for 6d.



THE  
NEW IMPROVED  
“LAUREL”  
REGD.  
DUMB-BELL  
SAFETY  
RAZOR

Complete Outfit 6d.  
Blades 1½d. each  
Packet of 4 for 6d.

ARE YOU READY TO SUPPLY! ORDER YOUR STOCK TO-DAY

Geo. H. Lawrence, Ltd., Laurel Works,  
Nursery Street, SHEFFIELD

## HEADS AND TALES

Nothing spreads quicker than bad news—one harmful tale can ruin the work of years in your business—therefore sell nothing less safe than Nuctone for hair-dye sales. Nuctone offers you the prospects of building up a regular clientele—who come back again and again—it is safe, efficient and moderately priced.

ORDER THROUGH YOUR  
USUAL WHOLESALER.

# Nuctone

**SAFE FOR GREY HAIR**

STEWART, GOODALL & DUNLOP LTD.



## COVERS FOR HOT WATER BOTTLES

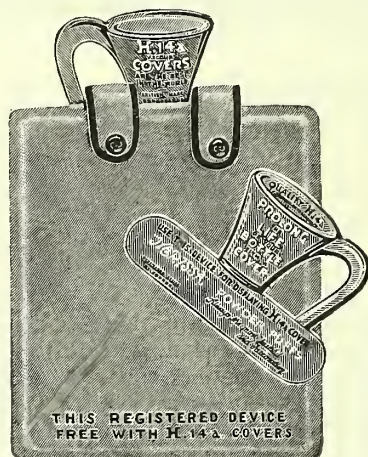
WE MANUFACTURE COVERS  
IN A WIDE RANGE  
OF ATTRACTIVE  
QUALITIES AND STYLES

VELOURS, VELVET CORDUROY,  
FANCY CHECK, PLAIN AND PRINTED  
PLUSH, RIPPLE, ETC.

"SOLPORT'S GOODS ARE GOOD GOODS"  
= QUALITY COUNTS =

## QUALITY H.14a VELOURS

*The Best Velours Cover Made*



TO HELP YOUR DISPLAY, WE  
ARE SENDING, FREE OF  
CHARGE, TWO OF THESE  
REGISTERED DEVICES WITH  
EVERY DOZEN H.14a COVERS

# SOLPORT

BROTHERS LIMITED

184-192 GOSWELL ROAD, LONDON, E.C.1

OBTAINABLE FROM ALL LEADING WHOLESALERS

# ZEAL

## Clinicals

*The Choice  
of Experts*

BRITISH  
MADE

NO HIGHER  
IN PRICE THAN  
NONDESCRIPT  
MAKES

Also Household, Bath  
and Works Thermometers,  
the best of their kind

G. H. ZEAL LTD.  
MORDEN RD., MERTON,  
LONDON, S.W.19  
Phone: Liberty 2283-4-5



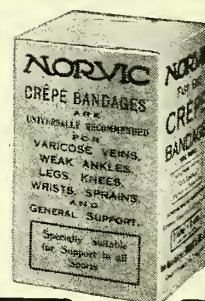
## NORVIC

### BLUE CARTON CRÊPE BANDAGES

The Blue Carton, prominently  
displayed in the window or  
on the counter will increase  
your crêpe bandage sales  
enormously. A P.A.T.A.  
LINE with FULL 33%  
PROFIT.

*From leading wholesalers.*

Sole manufacturers: Groat & Co. Ltd.  
35 Wood Street, London, E.C.2.



Advertised from January to  
December and never fails  
to give satisfaction. Also  
SU-CAN Soluble for instant  
disposal.

# MENE

*From your Wholesale House, please.*

ROBINSON & SONS LTD. CHESTERFIELD & LONDON



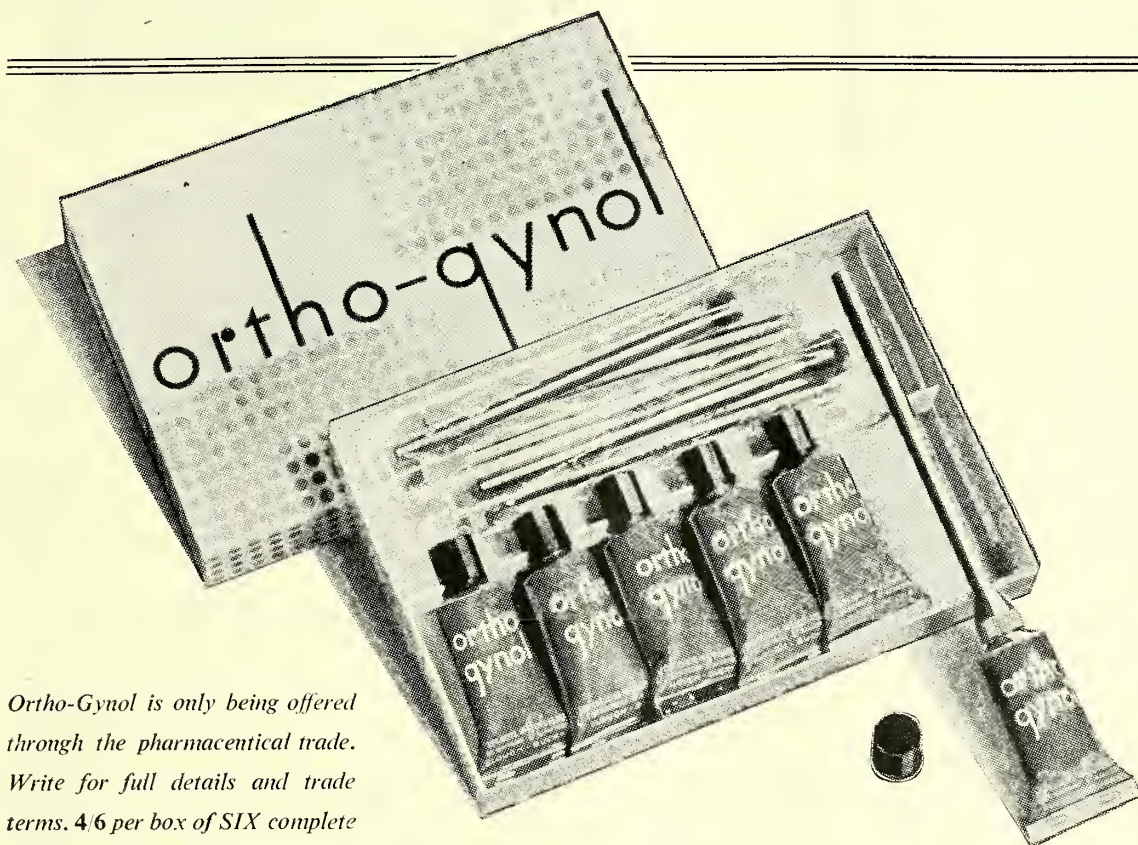
# The contraceptive

## WITH THE CONTROLLED DISTRIBUTION

We regard it as a fundamental point of policy that the distribution of Ortho-Gynol should be confined to professional hands, and we have accumulated evidence that a large number of doctors find it worthy of prescription. Our correspondence with medical men daily grows in

volume, and we are particularly grateful for this reinforcement of our own clinical evidence. Ortho-Gynol is aesthetically acceptable to the large majority, and has the background of several years clinical experience.

Ortho-Gynol is suitable for use in all climates



*Ortho-Gynol is only being offered through the pharmaceutical trade. Write for full details and trade terms. 4/6 per box of SIX complete units*

# ortho-gynol

THE DEPENDABLE CONTRACEPTIVE

Johnson & Johnson  
(INC. BRITAIN) LIMITED

SLOUGH, BUCKS

MAKERS OF K.Y. JELLY AND  
JOHNSON'S LIGATURES AND SUTURES



# A SURE WINNER !

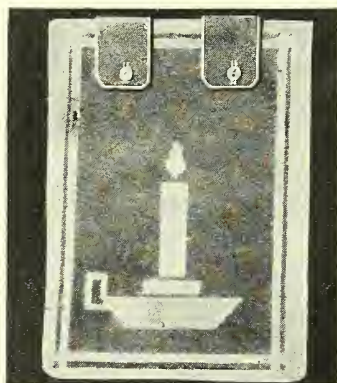
IS THE NEW

"GOOD NIGHT"

HOT-WATER BOTTLE

COVER (Regd. design)

Makes a topical window display—  
pulls customers—and satisfies them.



Made of soft  
fleece cloth in  
blue, peach and  
pink.

PRICE

7/-

dozen.

*From Leading Wholesale Houses*

SPENCER BROS., SHOE LANE, LONDON, E.C.4

Telephone : Central 4801 (Private Branch Exchange)

## A "BEST SELLER" Health Line You MUST Stock

The Youth movement is in full swing. National Dailies are making PHYSICAL CULTURE their strong feature. Men of all ages are flocking to the "FITNESS" Standard, . . . . and here is your chance to link up, with added profits to yourself and a valued service to the male customer. You can sell them all



They buy it readily. The essential support they all should have. Tell them the real selling truths:—

Supports and braces the delicate muscles of the lower abdomen and loins.

Safeguards against strains, rupture, varicose and prostate gland.

Preserves energy and alertness, giving the wearer that "braced-up" feeling conducive to brightness and well-being.

A Nationally-advertised and well-known line. Low priced and allows a liberal margin. Backed by athletes the world over. Recommended by the Profession. An easy seller at 4/6.

Send for sample and terms

**FRED HURTLEY, LTD.**

Victoria Park Mills, Victoria Road, KEIGHLEY, YORKS.

## WILLIAM MATHER, LIMITED

DYER STREET, MANCHESTER.

(Established 1826)



ZINC OXIDE and RUBBER ADHESIVE PLAISTER  
ON SPOOLS.

POROUS PLAISTERS. ELASTIC PLAISTER BANDAGES.

ANTISEPTIC PLAISTER DRESSINGS, "CROCUS" CORN  
COMFORT, Etc.

## HOT WATER BOTTLES

HANCOCK'S HANDMADE HOT WATER BOTTLES are built for service under the most exacting conditions. Only the strongest fabric and the best quality rubber are used. The seams are specially reinforced and solid stoppers are fitted.

There is 120 years' experience behind each bottle. Made in Red or White.

Hancock's are also manufacturers of the finest quality Moulded Bottles in varieties of colours plain or marbled.

*Write for name of Stockists.*

**JAMES LYNE HANCOCK LIMITED**

THE FIRST RUBBER FACTORY IN THE WORLD  
266 GOSWELL ROAD, LONDON, E.C.1

Phone : Clerkenwell 4410-4412

FOUNDED 1820

Grams : Masticator, Barb, London

## SOUTHALLS SANITARY TOWELS

All the year round publicity, appearing in virtually every newspaper and magazine read by women, ensures steady sales to the dealer who stocks Southalls' products.

The "ORIGINAL" and most popular.

The "CELTEX" soluble, easily disposed of.

The "K" made entirely of absorbent cotton wool, with very soft cover.

The "COMPRESSED" for travelling. A very popular line.



**SOUTHALL BROS. & BARCLAY LIMITED, BIRMINGHAM**



# SHERLEY'S

## DOG & CAT MEDICINES

are always in popular demand. They are prepared by fully qualified Analytical and Pharmaceutical Chemists under the supervision of a veterinary expert and have reached their present big sales because of their purity, safety and efficacy.

Extensive advertising, generous trade terms, including extra discounts for £2 parcels and Window Display, make the Sherley range of Products the ideal lines for you. Keep a stock always on hand to meet the demand in your district for these quick-selling lines.

A postcard brings full details

**A. F. SHERLEY & Co. Ltd., 18 Marshalsea Rd., London, S.E.1**



Sherley's Worm Capsules  
and Powders  
Tonic & Condition  
Powders  
Insect Powder  
Canker Lotion & Powder  
Skincure  
Cough Tablets  
Fit Tablets  
Lintox for Distemper  
Distempercure  
Wound Lotion  
Eye Lotion  
Formalin Soap  
Shampoo Dry Shampoo  
Dry Cleaning Powder  
Dry Cleaner  
Lactol & Lactol Biscuits

### NEVER DESPAIR — JUST USE BEAUCAIRE

A MILLION PEOPLE know the meaning of this slogan—they've seen Beaucaire demonstrated in the largest stores in Gt. Britain, they've seen how Beaucaire removes grease, oil, dirt and stains from clothing, dresses, hats, furs, ties, gloves, carpets, tapestries, etc. Thousands have bought Beaucaire and repeat regularly.

Beaucaire Dry Cleaning Fluid retails at 1/-, 2/- and 5/- per bottle.

Ask your wholesaler about it, or write to sole makers:

Beaucaire Laboratories, 14 America Square, London, E.C.3.  
Beaucaire is non-inflammable, leaves no odour—entirely British.

### F. MAUND & E. BERG (SHOWCASES) Ltd.

SHOPFITTERS & SHOPFRONT BUILDERS

175/9 OLD STREET, LONDON, E.C.1

Telephone: Clerkenwell 1782/3

are offering for sale, at competitive prices, an extensive and exceptionally full range of Chemists' Fittings, Second-hand and New.

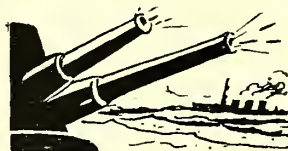
## BATTLE'S VERMIN KILLER

Of all Patent Medicine Houses at 3/-, 5/- and 9/- per dozen.

In packets at 5d., 9d. and 1/3 each. (P.A.T.A.)

The sure destructive agent which may be confidently recommended by Chemists for quick clearance of rats and mice.  
(Users' testimonials on request.)

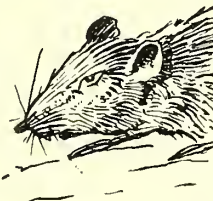
Prepared only by  
**J. C. M. BATTLE, Ph.C., LINCOLN**



In a few days  
thousands  
will be **AT WAR**  
with **Rats & Mice**

Are you prepared for this important national campaign for the destruction of rats and mice which will be a topic of all the leading newspapers and will be substantially backed with press advertising? If you have not already done so order supplies at once, for NATIONAL RAT WEEK begins on November 5th.

You can sell RODINE with absolute confidence. Rodine has again and again been proved the most effective raticide available. Retails in tins at 7½d., 1/3, 2/6 and 5/-.



**NATIONAL  
RAT WEEK** begins  
**NOV. 5th**

You can  
sell

**RODINE**

Sole Manufacturers  
**THOMAS HARLEY, LTD., Rodine Works, Perth, Scotland**



**ENGLISH OIL OF CAMOMILE**

(ANTHEMIS NOBILIS)

From Plants Grown on My Own Farm

**R. W. B. STARKE**

The CHESTNUTS FARM, EYE, SUFFOLK

Also ENGLISH CAMOMILE FLOWERS

**GLYCERINE**

The Purest Quality on the Market. Produced by

**THOMAS HEDLEY & CO., LTD., TRAFFORD PARK**  
Chemically Pure B.P. Industrial White. Pale Straw.

Sole Distributors:

**FREDK. BOEHM LTD., 17 Jewry St., London, E.C.3**  
and 140 West George Street, Glasgow**INCREASE YOUR DEVELOPING AND PRINTING SERVICE!**MAKE USE OF OUR REALLY USEFUL SERIES OF  
D. & P. BOOKS, ALSO OUR PRINTED AIDS TO SELLING  
INTERESTING RANGE OF SAMPLES POST FREE**BURALL BROS., WISBECH, Cambs.****'DOMCO' (Regd.)** MALT & COD LIVER OIL AND  
MALT & HALIBUT LIVER OIL  
are exceptionally palatable preparations  
carrying a good profit margin

Both these quality products are supplied in 1, 2, &amp; 7 lb. jars individually wrapped, or in 1 lb. containers for N.H.I. purposes.

Quotations from—

**D. MAWDSLEY & CO. 4 & 6 Riga Street, Shudehill, MANCHESTER**

ALL CHEMISTS SHOULD STOCK

**ABDINE**THE GOLD MEDAL HEALTH DRINK. Quick Seller. Big Profits.  
Over 60 years' Reputation. "Abdine" is obtainable from the Wholesale  
Houses. Attractive Display Material constantly available.**DUNCAN MCGILSHAN LTD., ABDINE WORKS, WESTFIELD RD., EDINBURGH****A DELIGHTFUL NEW NUTRITIOUS STIMULANT**  
—a pleasant combination of milk, eggs, and really good  
wine. A perfect tonic with an alluring taste.  
This is a profitable line most attractively packed.**'VINTEGG' THE ORIGINAL EGG WINE**  
Ask for descriptive literature and special terms.**JOSEPH HOBSON & SON, Ltd., Regent St., Leeds 2****ODO-RO-NO**displayed near the cash tray will sell  
four times as many as Odo-ro-no  
shown anywhere else. Try it and see.

HOW EASY IT IS

**J. C. GAMBLE & CO., LTD.**  
211-5 BLACKFRIARS ROAD, S.E.11**SHADEINE**

FOR TINTING GREY HAIR

This popular article is largely advertised  
and stocked by all Wholesale Houses.  
Trial size 8d., per doz. ... 6/-  
1/4 size, per doz. ... 12/-  
2/6 size, per doz. ... 24/-  
3/9 size, per doz. ... 36/-

The SHADEINE Co., 58, Westbourne Grove, London, W.2

**OPTICAL TUITION**

FOR THE

**S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations**

Particulars:—

**G. A. SCURR, F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S.**  
50 HIGH STREET, BARNET, LONDON, N.**CONTRACEPTIVES**We have been supplying Contraceptives of all kinds now for over  
30 years and our well-known **Safeguard & Empire** Brands are  
still as popular as ever. THESE FACTS SPEAK FOR THEMSELVES  
and prove the confidence we have secured which is the  
fundamental principle in selling these goods.All our Brands are guaranteed to be of the finest manufacture.  
Write for complete Price List and Samples.**BURGE, WARREN & RIDGLEY, LTD.**  
91-92 Great Saffron Hill, London, E.C.1**THE PHARMACIST'S SIGN****MORTAR SIGN, WITH BRACKET.**

Price 30/-

An Old Type Mortar. Weatherproof  
and substantial, supplied in any  
colour (gilt extra). Ten inch mortar  
with 2 1/2 in. bracket, larger sizes to  
order. Will support also PENDANT  
SIGN. Any wording, daylight or  
electric to fit the above, supplied.**THE TEECEE CO., 8 Station  
Parade, Burgess Hill, Sussex.****FREE and POST FREE  
NEW CO-RE-GA CARD**

Display it and increase your sales

**THOS. CHRISTY & Co., Ltd., Old Swan Lane, London, E.C.4****TENZ**  
SELL AT SIGHTA quick selling sideline is always worth  
while. Here is a profitable one for you.  
Tenz Tablets speedily remove breath  
odours in a pleasant fashion and there  
is a remarkable demand for them.  
Neatly packed in dainty outers, they  
take up very little counter space—but  
they do sell. Order direct from your  
usual wholesaler.**TENZ LIMITED,**  
MANCHESTER 8, and London**CACHETS "FINOT"**

(White or Coloured)

With inscriptions in any desired tint;  
also Plain or Embossed."A distinction all their own."—C. & D.  
"Perfection of Cachets."—Lancet.These Cachets are especially adapted for Headache, Neuralgia and  
other powders.  
**COOPER SON & CO. LTD., 80 Gloucester Road, SOUTH KENSINGTON**  
In 17 Sizes to fit the various types of Cachet Machines.**Louis de Luxe Products**

ALL TOILET PREPARATIONS

PROPRIETORS:

**Low, Son & Haydon, Limited**

5 GT. QUEEN ST., LONDON, W.C.2

COURT

TELEPHONE: HOLBORN 6410

EST. 1790

PERFUMERS

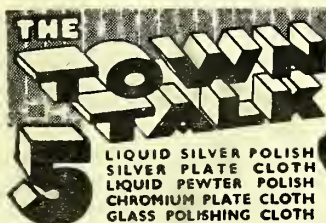
**IF YOU WANT BETTER BOTTLES  
-BETTER SEE BARNETT!**

MANY NEW IDEAS JUST INTRODUCED

**JACK L. BARNETT LTD.**

18 BASINGHALL ST. LEEDS 1. Phone 28447





Five lines that the housewife regularly buys because of their unequalled excellence

Ten million people every month buy the newspapers and women's journals containing "Town Talk" Advertisements which tell readers the superlative qualities of "Town Talk," also that it is sold by Chemists.

*That is why stockists do not have to sell "Town Talk"—they are asked for it.* Order the "Town Talk" 5 quick-selling repeat-order lines. They give a generous profit. Additional "TOWN TALK" Sales Helps supplied free on request. Show-cards, Window Displays, Samples, Leaflets, Cinema Slides, Blocks for own advertising.

**TOWN TALK POLISH CO., MANCHESTER**

**You do not have to sell 'TOWN TALK.' Women BUY it.**

**ORDER DIRECT OR FROM:**

James Woolley Sons & Co., Ltd., Manchester  
Ayrton, Saunders & Co., Ltd., Liverpool  
Brooks & Werburton, Ltd.  
Goodall, Backhouse & Co., Leeds  
May, Roberts & Co., Ltd., London

**Visit the**  
**BICYCLE & MOTOR-CYCLE SHOW**



**OLYMPIA**

**NOVEMBER 5-10**

Admission: 10-6, 2/-; 6-10, 1/-

Come and see the very latest methods of cutting your delivery costs. Carrier Bicycles and Tricycles, Motor-Cycles and Three-Wheelers.

*Buy direct from the Makers*

**WE ARE ACTUAL MAKERS OF ALL TYPES OF CHEMISTS' SIGNS**

Illuminated from 65/-  
Non-illuminated " 47/6

*Let us quote you*

**SCINTILLATING SIGN SERVICE,**  
68a COLEBROOK ROW,  
ISLINGTON, N.1  
Telephone: CLERKENWELL 1310

**CHEMIST**

## " Splendid Results " " Marked Increase " " So Satisfactory "

So run the following letters received from Chemists last week.

*"I am pleased to report that an initial display of 'Ex-Lax' has produced splendid results. I am placing an order at once for a further bonus parcel."*

—H. G. V.

*"Since displaying your display card in our window there has been a marked increase in our sales of 'Ex-Lax' and we shall be ordering another bonus parcel within the next few days."*

—J. D.

*"The increase in my sales of 'Ex-Lax' has been so satisfactory."*

—C. O. H.

You, too, can secure the same profitable results if you display 'Ex-Lax' on your counter and in your window.

Write today to Ex-Lax Ltd., Slough, Bucks, for a large or small window show and details of bonus terms.

★ *Link your pharmacy at once with the vigorous national advertising campaign for Ex-Lax Brand Chocolate Laxative. Advertisements appear regularly in National newspapers with a total circulation of over 8,900,000.*

*If the 'Ex-Lax' representative has not yet called on you write today for details of special introductory offer.*

**IT PAYS TO DISPLAY**

**EX-LAX**

BRAND

**EX-LAX, LTD., SLOUGH, BUCKS**

Telegrams: "Exlax, Slough"

Telephone: Slough 327-8



# QUALITY



A FURTHER IMPROVEMENT  
SIEMENS Pearl or Opal Gasfilled  
40-watt lamp (200-260 volts) is  
now made with the new patented  
"Coiled-Coil" filament, which gives

**20% MORE LIGHT**

for the same current  
consumption. The price is the same  
as that of the ordinary SIEMENS  
40-watt Pearl or Opal lamp. The  
60-watt size will be available  
early in the New Year. Insist  
on SIEMENS "Coiled-Coil" lamps.

**MADE IN  
ENGLAND**

*The most economical light is  
achieved by using quality lamps.  
Therefore it pays to insist on the*  
**POPULAR PAIR**

## SIEMENS

**PEARL OR OPAL LAMPS**  
*for uniform and  
consistent performance*

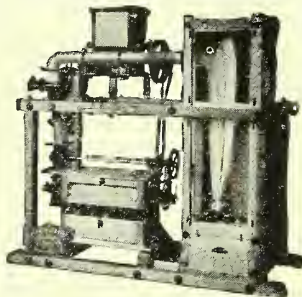
OBTAINABLE WHEREVER ELECTRIC LAMPS ARE SOLD

Advt of SIEMENS ELECTRIC LAMPS AND SUPPLIES LIMITED. 38/39, Upper Thames Street, London, E.C.4.

## COMPACT & COMPLETE

*for the rapid  
and economical  
production of  
superfine powders*

Combined Feeding, Grinding,  
Sifting and Dust collecting plant  
made by



## GARDNER'S

This compact Gardner plant enables the  
Chemist and Druggist to produce his  
own powders etc., of the very highest  
quality.

The grinding unit produces an almost  
impalpable powder; the sifter and dust  
collector effectively eliminate all but the  
finest, smooth, free running particles.  
The powders so economically produced  
by this machine will provide many new  
and profitable lines.

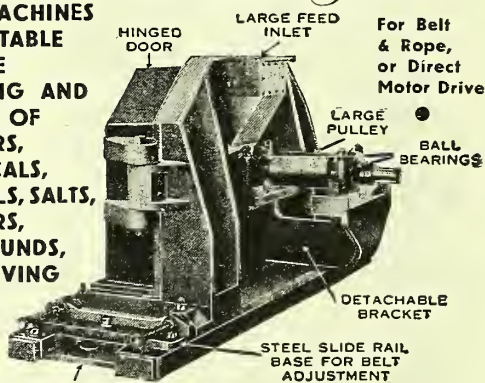
**WM. GARDNER & SONS (GLOUCESTER) LIMITED**

Telephone: **BRISTOL RD., GLOUCESTER.** Telegrams:  
2288 (2 lines). "Gardner, Gloucester."  
London Office: 19 Gray's Inn Chambers. 20 High Holborn, W.C.1.  
Telephone: Chancery 7347.

## BOOTH'S GRINDERS & MIXERS

*Wizard Grinder*

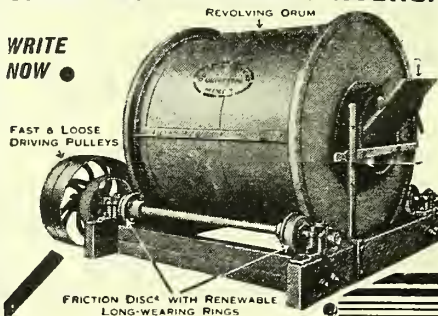
THESE MACHINES  
ARE SUITABLE  
FOR THE  
GRINDING AND  
MIXING OF  
COLOURS,  
CHEMICALS,  
MINERALS, SALTS,  
POWDERS,  
COMPOUNDS,  
ETC., GIVING  
DESIRED  
RESULTS  
DIRECT  
AT ONE  
OPERATION.



For Belt  
& Rope,  
or Direct  
Motor Drive

**BOOTH'S UNIVERSAL MIXER**

**WRITE  
NOW**



FEEDS AND  
DISCHARGES  
BY THE ONE  
MOVABLE  
CHUTE.  
ABSOLUTELY  
DUSTLESS.  
MADE IN VAR-  
IOUS SIZES

**J. BOOTH  
& SON LTD.**  
Congleton, Ches.



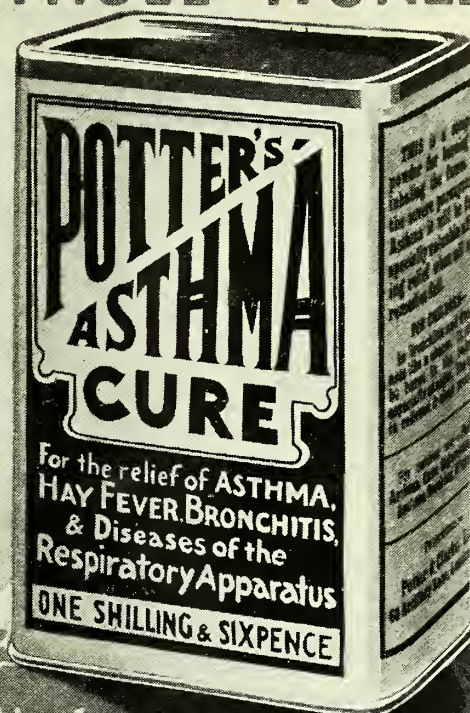
# KNOWN THE WHOLE WORLD OVER

consistently advertised  
in all the great  
national newspapers  
thus ensuring a  
big demand

RETAIL 1/6 P.A.T.A.

WHOLESALE 14/- PER DOZ.

*Packed in half-dozens*



## POTTER'S

# Asthma Cure

## POTTER & CLARKE LIMITED

*Drug Merchants, Manufacturing Chemists*

60-64 ARTILLERY LANE, LONDON, E.1

Telephone: Bishopsgate 4761 (5 lines)

Telegrams: "Horehound, Phone, London"

AND AT 77 DANTZIC STREET, MANCHESTER, 4

Telephone: Blackfriars 8734

Telegrams: "Horehound, Manchester"



## KING'S FOR SHOPFITTINGS



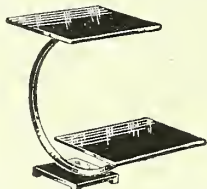
Ref. No. H 3249 Round Section Metal Display Pedestals, fitted with Rubber Studs at Top and Bottom. Stocked in the following sizes:—

Height	Brown Bronze Finish	Chromium Plate Finish
9-in.	1/3 each	2/6 each
12-in.	1/6 "	3/- "
15-in.	1/9 "	3/9 "
18-in.	2/3 "	4/6 "
21-in.	2/9 "	5/3 "
24-in.	3/3 "	6/- "
30-in.	3/9 "	7/6 "

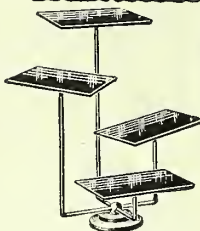
Ref. No. OK 256 First Quality Clear Glass and Black Opal Glass, Display Ovals, 1/2" thick, polished edges. Stocked in the following sizes:—

Size	Clear Glass	Black Opal Glass
9" x 5"	1/4 each	1/5 each
10" x 7"	1/5 "	1/6 "
12" x 9"	1/6 "	1/9 "
14" x 10"	2/2 "	2/8 "
16" x 9"	2/6 "	3/- "
18" x 12"	3/6 "	4/3 "
20" x 15"	4/- "	5/3 "
24" x 18"	5/9 "	7/3 "

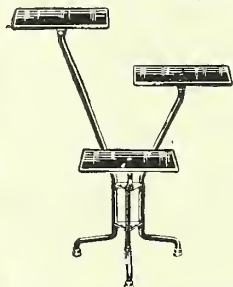
We will be pleased to forward our complete catalogue of Pharmacy Fittings No. 1013. Post Free on Application.



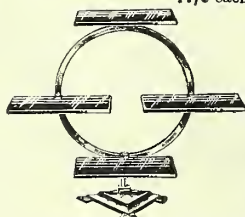
No. H 3278. Square Section Metal Display Stand, fitted with two Black Opal Glass Shelves, 10" x 6". Mounted on a square base. Height overall, 12". Brown Bronze Finish 11/3 each Chromium Plate Finish 13/6 "



No. H 3277. Round Section Metal Display Stand, fitted with four Black Opal Glass Shelves, 10" x 6". Mounted on a Double Circle Base. Height overall, 21". Brown Bronze Finish, 14/3 each Chromium Plate Finish, 17/3 each



Ref. No. H 3275. Square Section Metal Display Stand, fitted with three Black Opal Glass Shelves, 7" x 5". Height overall, 19". Brown Bronze Finish 11/3 each Chromium Plate Finish 13/6 "



No. H 3472. Square Section Metal Display Stand, fitted with four Black Opal Glass Shelves, 9" x 5". Height overall, 24". Chromium Plate Finish, 30/- each

**J. C. KING LTD.**  
42-60 GOSWELL ROAD,  
LONDON, E.C.1

PHONES: CLERKENWELL 2316 (Private Branch Exchange)

## SOMETHING NEW IN SHOWCARDS

"THE GREEN CARBOY" SERIES.

ATTRACTIVELY PRINTED IN BLACK  
AND GREEN ON WHITE BOARD.

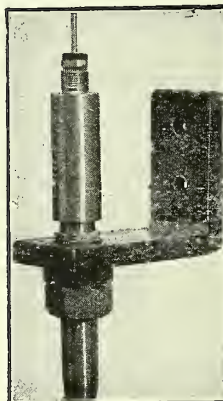
50 kinds, 5½ x 3½, One of Each to a Set

IN BOX, **9/6** POST FREE.

A Set will be sent on Approval.

**JAMES TOWNSEND & SONS,**  
CHEMISTS' PRINTERS,  
EXETER.

LONDON OFFICE: 29, FARRINGDON STREET, E.C.4.



## SPRINKLER BOTTLES

### Automatic Rinsing

Can be connected to the town's water supply by metal or india rubber hose pipe.

By merely passing the mouth of the bottle over the jet and pressing the bottle downwards water is automatically sprayed into the bottle. The water completely drains away from the bottle as it is withdrawn.

Further particulars may be obtained from the makers:—

**The THOMAS HILL**  
Engineering Co. (HULL), Ltd.  
9 PARK LANE, STEPNEY, HULL

## STONEWARE IS SAFE

WE SHALL BE PLEASED TO  
QUOTE FOR ALL CLASSES  
OF CONTAINERS IN WHITE  
OR ORDINARY STONEWARE  
FROM HALF OZ. TO 6 GALL. IN  
GUARANTEED LEADLESS GLAZE.

SEND FOR PARTICULARS ETC. TO

**PEARSON & Co (CHESTERFIELD) LTD.**

THE POTTERIES : WHITTINGTON MOOR : CHESTERFIELD  
LONDON OFFICE : 31 ELY PLACE : HOLBORN CIRCUS E.C.1



# New Aids for Toilet Sales

WRITE FOR  
THEM  
TO-DAY



## 'HAZELINE' CREAM

(Trade Mark)

### SHOWCARD, 0733

Height 12 inches. Pot and tube in full colour on a green ground. Lettering in white and black.

## "HAZELINE" SNOW

(Trade Mark)

### CUTOUT, 0722

Height 11 inches. Each card has a folding pyramid of cartons attached.

Please order these sales-aids by the numbers indicated.



G 1832

BURROUGHS WELLCOME & CO., LONDON

COPYRIGHT



STANDARDISED  
VITAMIN A & VITAMIN D



'Radiostoleum' is a highly active solution of purified and standardised Vitamin A and pure crystalline Vitamin D (Radiostol) in a tasteless oil.

It is recognised as the best form of administration of these vitamins.

'Radiostoleum' is issued in liquid form (suitable for children) and in small capsules of an attractive golden yellow colour.

The tin containing 50 capsules is a convenient shape for the pocket.

**Retail 4/6**

Less usual discount to pharmacists

# RADIOSTOLEUM

## CAPSULES

A PRODUCT OF THE BRITISH DRUG HOUSES LTD, LONDON, N.1

# THE CHEMIST AND DRUGGIST

A Weekly Journal of Pharmacy, the Drug, Chemical and Allied Trades

*The official organ of The Pharmaceutical Society of Ireland,  
The Pharmaceutical Society of Northern Ireland,  
The Chemists' and Druggists' Society of Ireland, and of  
other Chemists' Societies in Overseas Dominions*

PUBLISHED AT

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams: "Chemicus, Estrand, London"

Telephone: Central 6565 (8 lines)

## BRANCH OFFICES

4 CANNON STREET, MANCHESTER (TEL.: BLACKFRIARS 3052)

19 WATERLOO STREET, GLASGOW (TEL.: CENTRAL 2329)

155 AVENUE DE WAGRAM, PARIS, XVII<sup>e</sup> (TEL.: ETOILE 19-79)

PLANTAGE FRANSCHELAAN 32 AMSTERDAM-C HOLLAND

54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL.: 22458)

372 FLINDERS LANE, MELBOURNE, AUSTRALIA

## CONTENTS

VOL. 121. NO. 2856

NOVEMBER 3, 1934

PAGE	PAGE	PAGE	PAGE
Births ..... 547	Corner for Students... 555	Information Depart- ment ..... 550	New Companies and Company News ..... 540
Business Changes ..... 541	Deaths ..... 547	Insurance Act Dis- pensing ..... 541	News of the Week ... 535
C. & D. Retail Price List ..... 549	Draft Poisons List and Rules ..... 552	Irish Notes ..... 538	Personalities ..... 547
Coming Events ..... 541	Editorial Articles:—	Legal Reports ..... 540	Retrospect ..... 562
CORK PHARMACIES ... 542	Scottish Poisoning Statistics ..... 551	Marriages ..... 547	Scottish Notes ..... 539
Correspondence:—	Concinnity on the Council ..... 551	National Pharma- ceutical Union:—	Topical Reflections ... 539
Letters ..... 560	Grocers Oppose Poisons Rules ..... 553	Executive Meetings 546	Trade Marks ..... 549
Legal Queries ..... 562		Annual Conference 546	Trade Notes ..... 548
Miscellaneous In- quiries ..... 562			Trade Report ..... 556
			Wills ..... 547

## News of the Week

### Import Duties Advisory Committee Notice

The Import Duties Advisory Committee give notice of applications for the addition to the Free List of:—

Wax of the following varieties:—carnauba, candellila, montan, and crude ozokerite;

Waste and scrap rubber; and

Solid natural resins, but not including gum resins and amber.

The last heading is in substitution for the heading announced by the Committee on June 13 last (*C. & D.*, June 16, p. 663). Any representations which interested parties may desire to make in regard to these applications should be addressed in writing to the Secretary, Import Duties Advisory Committee, Caxton House (West Block), Tothill Street, Westminster, London, S.W.1, not later than November 24, 1934.

### Birmingham

A correspondent (28/10) writes:—"There was a huge crowd at the laying of the stone of the new Hospitals Centre by the Prince of Wales, but not a single representative of pharmacy was observed. True, there was a quondam pharmacist not a thousand miles away, but, alas, by virtue of a recent Act of Parliament, he could not be so called."

The inaugural meeting of the Birmingham Pharmaceutical Association was held on October 24, when an enjoyable programme was arranged and a record number attended. The programme included dancing and refreshments. Mr. Maurice Smith (president) gave an address in which he summed up the main developments in pharmaceutical circles during the past year. He was glad, he said, to welcome a member of the Society's Council,

Mr. J. W. Atkinson, and Mrs. Atkinson. Mr. Atkinson thanked the company for their reception and particularly for the special effort made in the form of a draw in aid of the Benevolent Fund. As a member of the Fund Committee, Mr. Atkinson wished to thank all those who had taken part in raising the substantial amount of £18 5s. 6d. Mrs. Atkinson drew the winning tickets. The prizes were won by Miss A. Bright, Mrs. Hayes, Messrs. W. B. Banks and J. H. Thompson. A cabaret show was the next item, and was followed by dancing. Competition dances were arranged, the prize-winners being Messrs. F. Reynolds and Bellfield, Misses B. Shingler, Barnes and Smith, Mrs. Willis and Mr. and Mrs. Upton.

### Burnley

On October 18, E. H. Simmons (a member of the Society's Council) addressed a well-attended meeting of the Burnley and District Branch of the Pharmaceutical Society on the Draft Poisons List. Mr. Simmons gave a lucid explanation of the draft List, and a general expression of opinion was that many obscure points had been made clear. Questions and discussion followed on this and other topics of current interest, and the meeting was a great success. Mr. T. Ralph was in the chair. A vote of thanks to Mr. Simmons was moved by Mr. B. Crabtree.

The annual meeting of the Burnley Branch of the National Pharmaceutical Union and Burnley Pharmacists' Association was held on October 24. The secretary (Mr. T. Ralph) reported on the action taken on behalf of the Association with regard to the gift scheme of a certain manufacturer of toilet goods earlier in the year. By combined effort the scheme was turned



down by every chemist in Burnley. After discussion it was moved by Mr. R. Hudson, seconded by Mr. F. G. Shoesmith, and resolved that "amalgamation with the Burnley and District Branch of the Pharmaceutical Society was not advisable." The following officers were unanimously elected:—*President*, Mr. F. Taylor; *Vice-President*, Mr. A. Andrews; *Treasurer*, Mr. F. G. Shoesmith (re-elected); *Secretary*, Mr. T. Ralph (re-elected); the above, together with Mr. F. A. Stackhouse (retiring president) form the *Committee*. On taking the chair, Mr. F. Taylor paid a glowing tribute to the work of the officers during the past session. Mr. W. Scholfeld spoke in support, and a vote of thanks was accorded. The secretary outlined a scheme whereby a register could be kept of local stockists of broken-bulk proprietary articles and unusual preparations required on prescriptions. It was decided that 10 per cent. be added (with a minimum of 1d.) to the ordinary wholesale price when such articles were sold by one chemist to another. The secretary reported that Mr. T. Hardy (a member of the N.P.U. Executive) had offered to visit the Branch and give an address. The date arranged was November 15.

### Coventry

On October 26 Mr. A. R. G. Chamings, B.Pharm., Ph.C., gave a lecture at the Coventry Technical College to students of the Scientific Society, and among the audience were a number of pharmacists. The subject was "Poisons and Drug Addiction." Mr. Chamings spoke of the various classes of drugs which were used by addicts, the ways in which these were obtained, and their effects on the addicts themselves. He said they were used by those who were mentally tortured, in pain, or overworked, though in many cases the use of these drugs was commenced merely out of curiosity. Under the heading of "Mental Sedatives" he discussed opium and its world-wide use, the amounts of the drug and its preparations which could be taken by confirmed addicts, as in the case of De Quincy, who took as much as a pint of laudanum a day. In speaking of hallucinating substances, he discussed cannabis and hashish, referring to its use by the hero of "The Count of Monte Christo." Alcohol was considered under the heading of "Inebriants." The lecturer briefly touched on the subject of soporifics such as the barbiturates, and spoke of the 50,000,000 inhabitants of the Pacific Islands who were addicted to the use of kava, and the 200,000,000 who used betel (consisting of areca nut and betel leaf chewed with a certain amount of lime). In his concluding remarks he dealt with those drugs used in civilised communities as well as elsewhere—tea, coffee, cocoa and tobacco—pointing out that the value of these various commodities depended on their alkaloidal content, and that they were therefore merely excitants.

### Ipswich

Mr. L. Piper (president) and Mr. J. C. Wiggan, Ph.C., represented the Ipswich and District Branch of the Pharmaceutical Society at the St. Luke's Day Service for chemists, doctors, nurses and members of the St. John Ambulance Brigade held at the Church of St. Mary le Tower, on October 21.

On October 24 several members of the Ipswich and District Branch of the Pharmaceutical Society, together with their assistants, apprentices and friends, visited the East Suffolk and Ipswich Hospital. They commenced at the dispensary, where they admired the pharmaceutical apparatus. They next went to the Pathological Laboratory and Lecture Room. This was well fitted with microscopes, refrigerators and other apparatus. The x-ray and radium treatment rooms were full of interest. The chemists also saw the new building recently opened by Lord Moynihan. Within the hospital grounds are tennis courts, a motor-car park and spacious homes for the staff and nurses. The thanks of the visitors to Mr. Richard Charles, F.R.C.S., Mr. R. I. Stratton, M.P.S., and Mr. Betts (x-ray radium expert) for their kindness in explaining matters were voiced by Mr. Leslie Piper (president of the Branch).

### Lancaster

A meeting of the Lancaster District Branch of the Pharmaceutical Society was held on October 25, Mr. A. Knowles in the chair. There was a good attendance. The president, in calling upon Mr. H. Antcliffe (a member of the Society's Council) to give an address on "Current Pharmaceutical Topics," pointed out that he had worked in the Sheffield district for twenty-seven years before returning to Morecambe. Mr. Antcliffe said he felt quite at home coming to Lancaster, as several of their active members had been in Sheffield. He felt that he was addressing members of a new society, the old voluntary system having been abolished. In dealing with the finances of the Society he gave a short history of the purchase of the property in Brunswick Square and the unsuitability of the headquarters in Bloomsbury Square. While it had not been decided what amount of money it would be necessary to spend on the new building, he felt it would be wiser, taking a long view, to house all the departments of the Society under one roof. He congratulated the Branch on their contribution of 5s. 4d. per head to the Benevolent Fund. In dealing with the altered syllabus for examinations and the apprenticeship question, attention was drawn to the two new diplomas—biochemical analysis and pharmaceutical analysis. Mr. Antcliffe also reviewed the Draft Poisons List and Rules. He thought, in face of certain criticisms, the list and rules would be altered. A hearty vote of thanks was accorded to Mr. Antcliffe for his address.

### Liverpool

In the course of his address as chairman of the Liverpool section of the Society of Chemical Industry, on October 26, on "The Blast-Furnace as Chemical Plant," Professor Bannister mentioned the occurrence of iodides in the dust found in the gases from blast furnaces. As a result of recent investigations it has been found that iodine was present in sufficient quantities to be commercially useful. The president of the Society (Alderman Edwin Thompson, J.P.) moved a vote of thanks to the lecturer.

In his annual report on the health of the nation, Sir George Newman comments on the fondness of Lancashire people for a bottle of medicine whenever things were going wrong. A C. & D. representative has obtained varying views on the subject in the Liverpool district. Health Insurance officials generally agreed that under modern panel conditions Lancashire people still believed strongly in the efficacy of a "bottle" to put things right. Insurance officials, however, were rather pleased than otherwise at this anxiety on the part of panel patients to see their doctor immediately there was anything the matter rather than allow their troubles to grow to serious proportions. "Although the cost of drugs in Liverpool for health insurance treatment is fairly high," remarked one official, "there has been no material rise in the cost, and it cannot be said that our people are drugging themselves to an excessive extent."

On the other hand, one pharmacist thought many people had a bottle of medicine more frequently than was good for them. The panel doctor could not be blamed for giving a prescription when asked to do so; he would probably lose his patient if he did not. Another pharmacist, while agreeing that there was a general tendency on the part of panel patients to "run to the bottle," thought it was all to the good, not solely from a business point of view, but from a national standpoint of health. Although in a great many cases the prescriptions were mainly in the nature of cough and cold mixtures during the winter months and tonics in the summer, they were undoubtedly of value in maintaining the standard of national health.

### London

At Marylebone Police Court, on October 30, Henry W. Baker, labourer, charged on remand with receiving about 600 packets of Aspro tablets and other goods, valued at £203 (C. & D., October 27, p. 504), was sentenced to three months' hard labour.

The arrangements for meetings of the Royal Society of Arts during November and December include the



following fixtures:—November 7, at 8.30 p.m., Mr. John A. Milne, chairman of the Council, on "Arts and Commerce Promoted." November 19 and 26 and December 3, at 8 p.m., Dr. Herbert Dingle, on "Modern Spectroscopy" (Cantor Lectures).

### Manchester

On October 24 the members of the Salford Pharmaceutical Association visited the works of Joseph Crosfield, Ltd., Warrington. An enjoyable afternoon was spent in seeing the various processes in the manufacture of soaps, household and toilet, in huge quantities. The packing was also most interesting. Messrs. Crosfield entertained the members to tea, after which Mr. R. B. Maskell, president of the Association, thanked the directors for their hospitality and for the enjoyable and instructive afternoon. Mr. Bailey replied on behalf of the directors.

The first whist drive of the season organised by the Junior Branch of the Manchester Pharmaceutical Association was held on October 25. Sixty-five members and friends were present. The following were the prize-winners:—Ladies, (1) Mrs. Wales; (2) Miss G. Jackson. Gentlemen, (1) Mr. S. Stoner; (2) Mr. E. Barker. Travelling prizes were won by Miss E. Morgan and Mr. S. Stoner; as Mr. Stoner had won a first prize he generously handed the travelling prize back to the organisers to be sold for the benefit of the Benevolent Fund. The result was that £1 was handed over to the Fund, the winner being Miss Slee. The donors of the prizes were United Chemists' Association, Ltd. Mrs. Phillipson presented the prizes, and Mr. E. Walters proposed a hearty vote of thanks to the donors. He also thanked Mrs. Phillipson.

### Taunton

A meeting of the Somerset Branch of the Pharmaceutical Society was held on October 25 at Taunton, Mr. W. Deacon in the chair. Mr. Deacon introduced Mr. C. A. Noble (a member of the Society's Council), who dealt with the Draft Poisons List. He thought the percentage of iodine (3 per cent.) and phenol (45 per cent.) in Part II were much too high. There was a good attendance and several joined in the discussion. The following resolution was passed and the secretary was instructed to send it to the Pharmaceutical Council: "That in the opinion of this meeting the suggested percentage of phenol (45 per cent.) outside of Part I is too high, and the Council be asked to press for a much lower percentage of phenol content to be included in the final list for approval." Mr. Edwards proposed a vote of thanks to Mr. Noble.

### Torquay

The annual meeting of the Torquay and District Branch of the Pharmaceutical Society was held on October 24. Owing to the absence of Mr. F. March (chairman), Mr. T. W. Dunsford presided. The attendance was one of the best at a general meeting since the reorganisation of the Branch. The following officers were elected:—*Chairman*, Mr. C. Huxtable; *Vice-Chairman*, Mr. A. H. Williams; *Treasurer*, Mr. E. Quant (re-elected); *Secretary*, Mr. T. D. Evans (re-elected); the following were elected to fill vacancies on the *Executive*:—Mrs. Lunt, Messrs. Austin, March, Clarke Baker, Wyatt and Bennett. Mr. Huxtable, in a short speech, said he hoped to merit the confidence placed in him, and thanked the members. He felt sure, he added, of the loyalty and support of everyone interested in the work. He particularly thanked the younger members for attending in such force. A keen discussion on the draft of the new examination regulations was opened by Mr. Dunsford, who spoke strongly on the discontinuing of part-time classes for students. It was generally felt that while this regulation would undoubtedly help to decrease the number of qualified pharmacists, it was doubtful if it would have the desired effect of checking the number of students. A number of members spoke freely on the matter, with the result that the following resolution was passed:—"This Branch views with grave concern the proposals in the draft regulations whereby

students studying for the Preliminary Scientific examination by means of part-time classes will be unable to continue doing so." A collection was made on behalf of the Benevolent Fund.

### Warrington

A meeting of the Warrington Branch of the Pharmaceutical Society was held on October 25. The president (Mr. Harold Smith) welcomed the members. In the unavoidable absence of the secretary (Mr. Oscar Harris), the secretarial duties were undertaken by Mr. Arthur Charlesworth. The president explained that the object of the meeting was to decide whether the Branch was to be carried on, as in the past notices of meetings sent to members had produced a very disappointing result. A proposition was put forward and seconded that the Branch be discontinued. At this juncture, Mr. E. H. Simmons (a member of the Society's Council), who was present to address the members on matters of topical interest, suggested that the decision should be deferred until the meeting had heard his remarks: this was agreed to. Mr. Simmons said that branches were necessary for several reasons. After hearing Mr. Simmons an amendment that the Branch be carried on was proposed and seconded, and, after discussion, it was decided that the Branch should continue. A proposal to hold meetings at different centres was carried. The following officers were appointed:—*President*, Mr. Harold Smith; *Secretary*, Mr. Oscar Harris; *Treasurer*, Mr. M. A. Peake; *Committee*, Messrs. Topping, Holt, Ashcroft, Ashton, Charlesworth, Sutton, Taylor, Tomlinson, Brown, Parker, Barron and Miss Twiss. A new office, that of *Vice-President*, was created, and Mr. Glover (St. Helens), was elected. A vote of thanks to Mr. Simmons was carried enthusiastically.

### Miscellaneous

**CINÉ DISPLAY AT WALLASEY.**—The Mayor and Mayoress of Wallasey attended a public display by the Wallasey Ciné Club recently. Mr. H. C. Tristram (secretary of the Wallasey Pharmacists' Association), who is president of the Club, gave a brief address prior to the display.

**KINGSTON-ON-THAMES DANCE OPENS SESSION.**—Social events in Thames Valley always get a full house, and the dance which was held at Kingston-on-Thames on October 23, to open the session of the Thames Valley Pharmacists' Association, was a record for attendance. Another such event may be arranged after Christmas.

**CHEMICAL WORKERS' WAGES.**—It is announced that the National Union of General and Municipal Workers has accepted the offer of the Chemical Employers' Association to establish a base rate of 1s. 0½d. an hour for day labourers and 1s. 2½d. for shift workers, and a 5 per cent. increase for piece workers, with proportionate increases to women and youths.

**BEDFORDSHIRE BRANCH DISCUSSES THE NEW CODEX.**—A meeting of the Bedfordshire Branch of the Pharmaceutical Society was held on October 25, under the chairmanship of Mr. G. N. Shelton. Mr. H. Treves Brown gave a lecture on "The British Pharmaceutical Codex, 1934." Mr. Treves Brown also answered many questions. A vote of thanks was proposed by Mr. H. W. Wynter.

**WINDOW-DRESSING AWARDS.**—At a shopping week window-dressing competition held at Thorne, Doncaster, recently, the first prize in the class for chemists was awarded to Mr. R. Read, Finkle Street, the second to Mr. H. Harrison, Fieldside, and the third to Taylors' Drug Co., Ltd., Market Place.—In a similar event at Guildford, recently, a third prize was won by Mr. E. A. Jones.

**CHEMIST'S ASSISTANT ATTACKED.**—At Preston, on October 27, a stranger entered the shop of Mr. F. Yates, chemist and druggist, Plungington Road, Preston, and asked to be weighed. It is alleged that while the assistant, Mr. Robert Fox, was weighing him, the man stabbed him in the neck and hands, afterwards rushing out of the shop, holding a knife. A man was subsequently handed over to the police, and was remanded at the local police court.



**IN THE COURTS.**—At Bradford Police Court, on October 26, the City of Bradford Co-operative Society, Ltd., was fined 20s. for having employed a chemist in their pharmacy at Tong Street after 1.30 p.m. on his weekly half-holiday.—At Cheltenham, recently, Mary Hiscock and Edith M. Hiscock, described as nurses, were each sentenced to six months' imprisonment in the second division, the former for being in unlawful possession of heroin and the latter for attempting to procure "dangerous" drugs.

**TRAVELLER BOUND OVER.**—At the October Middlesex Sessions James Walker (29) was charged on two counts with having stolen parcels of Brylcreem, value £9 12s. and £6 8s., the property of his former employers, the County Chemical Co. The case had been sent up from Willesden Police Court, where evidence was given to the effect that the consignments of goods in question were delivered, unordered, at two shops and were subsequently taken away on some pretext. The company had never received either the goods again or the value. The accused was bound over.

**MEETING AT CARMARTHEN.**—A meeting of the Cardigan, Carmarthen and Pembrokehire Branch of the Pharmaceutical Society was held at Carmarthen on October 18. A large number of members attended, including several from Swansea and West Glamorgan. Some members had travelled over forty miles to come to the meeting. Mr. P. F. Rowsell (a member of the Society's Council) gave an address on "The Pharmacy and Poisons Act." His detailed explanation of the Act was greatly appreciated. Mr. Pugh Davies proposed a hearty vote of thanks to Mr. Rowsell for his able address and the work he has done for chemists.

## Irish Notes

### Pharmaceutical Society of Ireland

The attention of students taking courses in technical schools in the Free State is directed to the fact that important changes have been made in the regulations governing acceptance of certificates from such classes. Students should make sure, in order to avoid disappointment, that certificates of the courses they are taking will be accepted by the Pharmaceutical Society of Ireland.

### British Pharmaceutical Conference

At a recent meeting of the ladies' committee in connection with the forthcoming visit of the British Pharmaceutical Conference to Belfast, Mrs. F. Storey in the chair, it was decided to run a whist drive in aid of the fund on November 14 in the Society's headquarters. It was also decided to co-opt on the committee all lady pharmacists living in Belfast and district. The following have already accepted the invitation:—Miss M. M. Murray, Miss A. S. J. Lavery, Miss K. A. Patterson, Miss E. Fox, Miss L. R. Forrest, Miss K. E. Robinson, and Miss R. J. W. Barry, B.Sc. The Committee intends also to run a dance on a large scale on January 15, 1935, and has booked the Plaza, the largest dance hall in the city, for that purpose.

### An Enjoyable Function

The members of the Chemists' and Druggists' Society of Ireland and their lady friends were guests of the president (Mr. Fred Storey) and Mrs. Storey at an enjoyable social and whist drive at their home, Maommar, Cultra, on October 24. Despite the inclemency of the weather there was a very large attendance. An enjoyable evening's play resulted in the ladies' prizes being won by Miss D. Roberts, Mrs. Orr and Mrs. Ringland (consolation). The gentlemen's prizes were won by Messrs. Samuel Nevin, Samuel Irwin and Thomas Grant (consolation). At the close of the entertainment Mr. James Macaulay (secretary of the Chemists' and Druggists' Society) announced the receipt of letters of apology from, amongst others, Sir Thomas McMullan, Messrs. Samuel Gibson, D. A. Taylor, F. T. Smith, John Maxwell and W. E. Wilson. Councillor R. J. Groves, in moving a vote of thanks to Mr. and Mrs. Storey, con-

gratulated the former on his election to the presidency of the Pharmaceutical Society of Northern Ireland. People, he said, had no idea of the amount of work done by Mr. Storey, not only in connection with that Society, but also in connection with the Chemists' and Druggists' Society, of which he had been president for nearly seventeen years. He had a very strenuous year of office before him, because the British Pharmaceutical Conference would meet in Belfast next year for the first time in thirty-seven years. Mr. Storey was never afraid of work, and he had no doubt that with him as chairman of the Local Conference Committee, ably supported by Mrs. Storey, everything would go well. Mr. Samuel Nevin, in seconding, said the chemists and druggists and the registered druggists would never have occupied their present position but for the hard work of Mr. Storey. The Pharmaceutical Council knew they were doing the right thing when they put him in the chair for another period. Mr. S. H. Forrest supported the vote of thanks, which was passed by acclamation, and Mr. Storey in reply said it was a great pleasure to himself and his wife to have them there. He would like them all to do their bit to make the Conference a success next year. The ladies' committee were working like Trojans, and various functions had been arranged for the winter, beginning with a whist drive on November 14. He was proud to be president of the Chemists' and Druggists' Society and to follow in the footsteps of men like Sir James Haslett, Mr. William Jamison, Sir Thomas McMullan, Mr. Samuel Clotworthy and others.

### Brevities

Miss Rose A. Reilly, M.P.S.I., has opened a new pharmacy at Ballybay, co. Monaghan.

At a meeting of the Belfast Section of the Institute of Chemistry, on October 24, Dr. W. Honneyman delivered a lecture on the treatment of water for industrial purposes.

Damage by water was done, on October 28, to the pharmacy of Mr. Andrew Wilson, Ph.C., 185-187 Albert Bridge Road, Belfast, as a result of a fire on the floor above. Business was, however, continued as usual.

At the annual meeting of the Association of Municipal Authorities for Northern Ireland, held at Newtownards, co. Down, on October 18, Mr. Robert Hastings, Ph.C., Newcastle, was elected vice-president for the ensuing year.

The General Committee of the Dublin Mercantile Association, at a recent meeting, passed a vote of sympathy with the relatives of the late Dr. J. A. Walsh, in their recent bereavement. Dr. Walsh was a past-president of the Association.

Among those who drew horses in the recent Irish Hospitals Sweepstake were Mr. P. O'Neill, Ph.C., The Square, Athenry, co. Galway, and Mr. Basil Mainey, accountant to J. J. Graham & Co., chemists, Westmoreland Street, Dublin.

In connection with the Ulster Industries Exhibition, at Ballymena, the window-dressing competition (chemists' section) resulted as follows:—(1) J. H. McCullough, (2) J. A. Woodside & Co. In the competition for all other trades second prize went to J. A. Woodside & Co.

An Order (S.R. & O., 1934, No. 219) obtainable (price 7½d.) at 5 Nassau Street, Dublin, C.2, imposes a customs duty of 75 per cent. on electric filament lamps consuming not more than 500 watts. Lamps for use in hand lamps or for scientific, medical or surgical purposes are exempt.

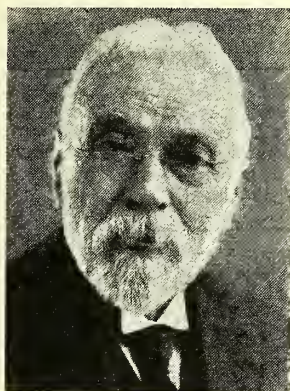
The weekly dances organised by the Chemists' Assistants' Union and recently started at the Broadway Ballroom, O'Connell Street, Dublin, are proving very successful. The dances are held on Sunday evenings from 8.15 to 11.15; the admission charge is 2s., including tax. The proceeds of the dances will go towards the fund to provide a social club for pharmaceutical chemists and students in the centre of the city. The assistants' annual dance, which is usually the biggest pharmaceutical reunion of the year, will be held at the Aberdeen Hall, Gresham Hotel, on January 30, 1935.



## Scottish Notes

## Brevities

Distinguished public health service was recognised recently by the Council of the Royal Sanitary Association of Scotland when they enrolled as an honorary member of the Association ex-Provost John Raffan, M.B.E., Stirling.



MR. JOHN RAFFAN, M.B.E.

Mr. Raffan was a chemist in Stirling for forty-two years, and was the *doyen* of the profession locally when he retired a few years ago. A native of Portsoy, in Banffshire, he was trained by his uncle, also a provost, and he went to Stirling in 1880 to begin business for himself. For seventeen years Mr. Raffan served on the Town Council, and the worthy manner in which he discharged the duties of chief magistrate during the last three years

of his term well merited the presentation of his portrait in oils following his retirement in 1922. Mr. Raffan has been a member of the Royal Sanitary Association of Scotland for almost thirty years, and he occupied the presidential chair in the year 1920-21. The M.B.E.

came to Mr. Raffan as a reward for his work as chairman of the War Pensions Committee for Stirling and Clackmannan. For six years also Mr. Raffan was chairman of the Unemployment Committee for the Stirling District. Other outstanding landmarks in Mr. Raffan's notable career were his chairmanship of the Committee of Management of the Combination Infectious Diseases Hospital for Stirling, Bridge of Allan, Dunblane, Doune, and Callander, and his work for nearly thirty years on behalf of local pharmacy.

Mr. Hugh W. Thomas, chemist and druggist, Glasgow, is to give a "Talk on Pharmacy" to the members of the Glasgow branch of the Incorporated Institute of Trichologists on November 13.

Miss Eleanor H. Stewart, chemist and druggist, has been appointed pharmacist to North Riding Infirmary, Middlesbrough. Miss Stewart served her apprenticeship with Mr. James Jack, Ph.C., Arbroath.

The annual meeting of the Edinburgh Chemists' Golf Club was held on October 26, when the vice-captain (Mr. M. Scott) occupied the chair. The reports were satisfactory, and office-bearers were elected as follows:—*Captain*, Mr. M. Scott; *Vice-Captain*, Mr. J. Bowman; *Secretary*, Mr. W. H. Chambers, 17 Northfield Terrace; *Treasurer*, Mr. A. S. Cooper; *Committee*, Messrs. W. Barron, J. B. Crawford, W. A. M. Hourston, A. Irvine, R. L. Munnoch, A. Nicolson, W. J. Rosie, H. D. Robson and E. Randall. The principal prize-winners during the past season were as follows:—Pinkerton, Gibson trophy, W. J. Rosie; Edinburgh Chemists' trophy, H. G. Glass; T. & H. Smith cup, R. C. Macgregor; David Brown medal, R. C. Macgregor.

## Topical Reflections

By Xrayser

### Your Editorial Article

"An Objective for Pharmacy" (C. & D., October 27, p. 521) is not only a review, necessarily sketched without too much detail, of the conditions existing in pharmacy to-day; it is also a call to action. "A man passes for what he is worth." This is true of callings as well as of the individuals who practise them. Pharmacists as a class are not regarded with the appreciation and respect that should be due to them, because they themselves, in their outlook and attitude, are not always entitled to it. As you point out, they have the inferiority complex. They have never collectively demanded their just recognition. I admit it is no easy matter to obtain this recognition—it involves continued exertions spread over a number of years; but, with many other things, it will have to be done before pharmacy comes into its own. We lack leaders with the outlook and vision of the statesman, those who have no axes to grind, who have the faculty of taking long views. Pharmacy is at a crisis comparable with that of ninety years ago, when a small band of farseeing enthusiasts met at each other's houses and formulated schemes.

### Your Interview

with a member of the drug and chemical industry on the wholesale side has resulted in comments on the Draft Poisons Lists and Rules several of which I should like to touch upon. The necessity for the issue of a list of all poisons covered by the new Act is becoming urgent; I understand that a start has been made. I agree that the word "Poison" will have to be qualified so that toxic and non-toxic preparations do not bear exactly the same wording on the container. The labelling of bulk poisons, such as, for instance, a tank of sulphuric acid, between the factory and the distributing warehouse was surely never intended by the new Act. This and other irritating, unnecessary regulations for manufacturers may yet be repealed as being useless for

the purpose intended and a brake on commercial processes. I do not agree that the obtaining of a signed order from a medical practitioner, before a free sample of a Part I poison can be given to him, is impracticable; many wholesale houses do it to-day. What constitutes wholesale dealing will be a problem which may yet be dealt with in further regulations. I see no hardship if the sale of sheep dips containing arsenates not in Part II are restricted to authorised sellers. It should be remembered that since 1908 the number of pharmacists in business has grown; what may have been a hardship then is not necessarily one now.

### I am Glad

to see the letter on "Profits and Prices" by "Thrummer" (p. 533). We may disagree upon the problems raised in the letters on the same page upon bonus offers and bonus buying, but we should all be able to agree that the increasing sale of threepenny and sixpenny lines is lowering the chemists' turnover, with disastrous results. There are complaints from different parts of the country that the returns of pharmacies are down by as much as 50 per cent. in some cases. Some of this is undoubtedly due to depression in trade. Some of it is due to the growing sale of small packs of specialities which are also marketed in larger sizes. The 3s. proprietary with the smaller size implies often that one bottle of the smaller size only is sold and not two bottles. I agree with your correspondent that the sixpenny complex is not only possessed by the poor but also by those who can afford to pay a higher price. It requires courage on the part of a retail chemist to discourage the sale of the sixpenny line and concentrate on that of the higher-priced ones, but it can be done. I am afraid that pharmacists fall a victim too readily to the persuasive tongue of the representative who carries a range of sixpenny lines and offers them as something to compete against the bazaars. It does not end there.



## Legal Reports

**Motion to Expedite Trial.**—In the Chancery Division of the High Court, London, on October 26, before Mr. Justice Crossman, Mr. G. P. Slade, for the plaintiffs, mentioned a motion in an action, *Ebe, Ltd. v. Benn*, which he said was to restrain the defendants from making use of a secret formula and process of the plaintiffs. Mr. Slade stated that the defendants had filed evidence which was a complete denial of the plaintiff company's allegations. He asked that the trial of the action should be expedited. Mr. B. G. Burnett-Hall, for the defence, said he consented to that. The matter thereupon stood over, his lordship giving facilities for a speedy trial of the action.

**Motion for Injunction.**—In the Chancery Division of the High Court, London, on October 30, Mr. Justice Crossman again had before him the motion by Colgate-Palmolive-Peet, Ltd., against Ophir Soap Works, Samuel Kitter and Eric James Clark for an injunction to restrain alleged passing off (*C. & D.*, October 27, p. 509). Mr. F. Bray, for the plaintiffs, read evidence of householders to whom it was alleged the soap was offered and representations made that it was "genuine Palmolive" soap. Mr. Holroyd Pearce, for the defendants, said the defence was a denial that their soap bore any resemblance to the plaintiffs'. Mr. Bray intimated that he was not moving then against Henry Green, Ltd., who had been joined as defendants in the action, as it was not desired that there should be any delay in the interlocutory proceedings against the present defendants. Mr. Pearce said the defendants, without making any admission, were prepared to give an undertaking not to sell, pending the trial of the action, soap in the cartons of which complaint was made, without the addition of a slip with the words "Palm and Olive," and not to permit their canvassers to make representations that it was the plaintiffs' soap. The plaintiffs accepted this undertaking, and no order was made on the motion.

**Dangerous Drugs Acts.**—At Marylebone Police Court, London, on October 25, Miss Mildred Heywood, proprietress of the Heywood Nursing Home, Porchester Square, W.2, was summoned for being in unlawful possession on three dates of 25 gr. of heroin received by her from Sharpe & Son, chemists, on prescriptions of Dr. Hirsch. Dr. Valentine R. Hirsch, Westbourne Terrace, W.2, was summoned for aiding and abetting her in the possession of the drug, and for failing to comply with the Dangerous Drugs (Consolidation) Regulations by not specifying in three prescriptions the name and address of the person for whose treatment the prescriptions were given. Mr. Samuel Coleman, solicitor, represented Miss Heywood. Mr. Lucien Fior, the solicitor representing Dr. Hirsch, asked for an adjournment, saying that he wished to have time to be properly instructed and to brief counsel. The magistrate, however, said he would like the case to proceed as far as possible. The solicitor then retired. Mr. Vincent Evans, for the Director of Public Prosecutions, said that Miss Heywood had at her home from March 19, 1932, to July 11, 1934, a patient named Miss Mulleneux, who was being attended by a Dr. Smith. At the end of last August police inquiries led to the discovery that a large quantity of heroin had been regularly prescribed by Dr. Hirsch as for Miss Mulleneux, with whom he had nothing to do so far as was known. He had been regularly writing out prescriptions for 25 gr. of heroin every few days. Dr. Hirsch, when served with summonses, said: "I suppose I have committed a technical offence in giving Miss Heywood prescriptions for heroin in the name of Miss Mulleneux." Dr. Lionel Smith, Wimpole Street, W.1, said that, hearing that another doctor had prescribed a dangerous drug for a patient whom he had refused, he rang up the Home Office and asked: "What is the good of me trying to cure such patients if they can go round the corner and get the drug without difficulty from another doctor?" The Home Office replied: "Yes, she can do that, but if we find that a doctor is continually prescribing big

doses we inquire why it is so." The Magistrate: There is no way of stopping it?—Apparently not. I would not give an order for big doses of any narcotic unless the patient would submit to a cure; because they can be cured. Dr. Smith expressed the opinion that if Miss Heywood was deprived she would die. Mr. Evans said that in those circumstances a doctor was allowed to prescribe "dangerous" drugs to a drug addict, to be given in diminishing doses. The hearing was adjourned. At the resumed hearing on October 31, Dr. Hirsch (who was now represented by Mr. Raphael) was fined £5 on each of three summonses, with £3 3s. costs, the magistrate remarking that the amount of the drug was grossly in excess of what was necessary to effect a cure, and that the doctor must have known he was going against the best medical opinions. The summonses against Miss Heywood were dismissed.

## New Companies and Company News

**P.C. means Private Company and R.O. Registered Office**

**STOTE & OYSTON'S PHARMACY, LTD. (P.C.).**—Capital £500. Objects: To carry on the business of chemists and druggists, etc. R.O.: 112 Stoke Road, Slough.

**D. M. BAKER (CHEMISTS), LTD. (P.C.).**—Capital £500. Objects: To carry on the business of wholesale or retail chemists and druggists, etc. R.O.: 102 Lower Road, Belvedere, Kent.

**E. B. BRIGHAM & SON (1934), LTD. (P.C.).**—Capital £1,500. Objects: To carry on the business of chemists, druggists, etc. R.O.: Post Office Buildings, Chester Road, Little Sutton, Wirral.

**JOHN ENGLAND (PERFUMERS), LTD. (P.C.).**—Capital £1,000. Objects: To acquire the business of a supplier of toilet requisites carried on by Hamish S. Cochrane. R.O.: 189 Regent Street, W.1.

**F. E. PACKER, LTD. (P.C.).**—Capital £200. Objects: To acquire the business of a chemist and druggist now or lately carried on by Lillian M. Bufton at 8 Waterloo Square, Alfriston, Sussex, as F. E. Packer.

**PEVERELL'S (CHEMISTS), LTD. (P.C.).**—Capital £500. Objects: To acquire the business of chemists and druggists formerly carried on by Arthur Peverell's Trustees at Spencer Street, Eldon Lane, co. Durham.

**ANTI-BI-SAN, LTD. (P.C.).**—Capital £2,500. Objects: To carry on the business of manufacturers and vendors of biological and medical preparations, chemists, druggists, etc. R.O.: 8 Breams Buildings, E.C.4.

**OVELLE, LTD. (P.C.).**—Registered in Dublin. Capital £3,000. Objects: To carry on the business of manufacturing chemists, manufacturers and sellers of charcoal tablets, etc. The first directors are not named.

**MOLAROID, LTD. (P.C.).**—Capital £1,050. Objects: To acquire from Albert Wells all his interest in a secret process relating to the manufacture of a synthetic substance so far as such substance is applicable to the dental industry, etc. R.O.: 14/16 Cockspur Street, S.W.1.

**NEWELL (CHEMICALS), LTD. (P.C.).**—Capital £500. Objects: To carry on the business of manufacturers of and dealers in detergents, chemicals, ointments, etc. The first directors are to be appointed by the subscribers. Secretary: John B. Crowther, 16 Alaska Place, Leeds.

**NATIONAL FERTILIZERS, LIMITED (P.C.).**—Capital £350,000. Objects: To acquire a part of the undertakings of Fison, Packard & Prentice, Ltd., and the Basic Slag and Phosphate Companies, Ltd., and to manufacture, sell and distribute fertilisers of all kinds, and chemicals and substances used in connection therewith, etc. Solicitors: Linklaters & Paines, 2 Bond Court, Walbrook, E.C.4.



## Voluntary Liquidation

**Williams (Wholesale) Ltd.**, Beckett Street, Leeds, wholesale chemists. The statutory meeting of creditors was held recently at the Law Institute, Leeds, when Mr. J. Williams, the managing director of the company, presided. Messrs. Bartfield & Co., accountants, Leeds, submitted a statement of affairs which showed ranking liabilities of £4,259 9s. 1d., made up as follows: trade creditors, £1,959 9s.; cash creditors, £1,804 10s. 1d.; and bankers, £495 10s. There was also a fully secured creditor for £145 16s. 1d. After allowing £36 for preferential claims the net assets were £1,013 2s. 9d., or a deficiency, so far as the creditors were concerned, of £3,246 6s. 4d. The assets consisted of fixtures and fittings £244 11s. 6d., expected to produce £100; and stock £1,423 14s. 2d., valued at £949 2s. 9d. It was reported that the company was only formed on February 21 last. The issued capital of the company was £190, all of which was fully paid. After discussing the position the creditors decided that the voluntary liquidation of the company should be confirmed with Mr. Bartfield and Mr. Parkin S. Booth of The Association of Manufacturing Chemists, Liverpool, as joint liquidators. A committee was also appointed.

## Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

### Local Reports

**Middlesex.**—A meeting of the Middlesex Pharmaceutical Committee was held recently, Mr. C. Goode in the chair. Several changes in the panel were reported by the secretary (Mr. Hugo Wolff), and some objection was taken in two cases. Reports were given on two cases arising out of the testing of medicine scheme. The statistics for June and July were as follows:—

	June	July
Prescriptions ... ..	186,102	184,260
Ingredient cost ... ..	£2,969	£2,924
Dispensing fees ... ..	£3,378	£3,325
Average costs, ingredients	3·8d.	3·8d.
Dispensing fee ... ..	4·4d.	4·3d.
Insured persons ... ..	648,563	659,718
Average cost per person ...	2·3d.	2·3d.
Prescription frequency ...	0·3	0·3

**London.**—A meeting of the London Pharmaceutical Committee was held recently, Mr. H. Skinner in the chair. The chairman paid tribute to the sterling qualities of the late Mr. A. H. Jenkin, and said he felt sure that the Committee would like to express their sympathy with Mr. Jenkin's family. He therefore moved a resolution of sympathy, which was seconded by the vice-chairman (Mr. Rees). The following comparative statistics for the six months—January to June, 1933-34—were given:—

	1933	1934
Total no. of prescriptions...	4,718,575	4,489,417
Cost of ingredients ... ..	£65,587 15s. 4d.	£63,436 9s. 3d.
Cost of dispensing fees ...	£86,732 6s. 10d.	£81,998 4s. 8d.
Average cost of ingredients	3·34d.	3·39d.
Average cost of dispensing fees ... ..	4·41d.	4·38d.
Total no. of persons on list	1,924,618	1,790,429
Average no. of prescriptions per person ... ..	2·45	2·51
Average cost per person ...	18·99d.	19·49d.

The Chemists' Service Subcommittee reported particulars of seven cases dealt with under the testing scheme for the month of July, concerning which three chemists were cautioned, three were censured and in the remaining case no further action was taken. Regarding five cases previously dealt with the Ministry deducted from two chemists the sum of £2 and from the remaining three chemists £1 each.

**Warwickshire.**—The Warwickshire Pharmaceutical Committee met at Leamington on October 18. Further

information on the supply of insulin was submitted, and it was agreed to accept the suggestion of the Panel Committee that wherever possible supplies should be obtained through chemists. Notice as to the adoption of the new B.P. Codex in April 1935 was given. Figures showed an increase in cost of medicines due to frequency, and the secretary was instructed to communicate with headquarters to that effect. There being no cases of inaccurate dispensing to investigate the Pharmaceutical Service Subcommittee had not met. The Central Checking Bureau report was favourable.

## Business Changes

MR. W. P. EWART, Ph.C., is opening a pharmacy at Scotch Street, Armagh.

J. & D. HILSTON, chemists, Lanark, have opened a branch pharmacy at Bank Buildings, Forth.

MR. J. ATKINSON, chemist and druggist, has opened a business at 53A Whitegate Drive, Blackpool.

MR. C. FERMOR, chemist and druggist, Eythorne, Dover, has removed to larger premises in Sandwich Road.

MR. THOMAS G. COCHRANE, chemist and druggist, has purchased the business of Mr. R. J. Shennan, chemist and druggist, Dalbeattie.

MR. W. COCHRAN, chemist and druggist, has taken over the business of Mr. Thomas G. Cochrane, chemist and druggist, Catrine, Ayrshire.

MR. CHARLES KEMP, chemist and druggist, 157 Central Drive, Blackpool, has opened a new pharmacy at 300 Highfield Road, South Shore.

MR. J. BRIERLEY, chemist and druggist, has taken over the business formerly carried on by Mr. J. S. C. Mason, chemist and druggist, at 109 Egerton Road, North Shore, Blackpool.

## Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

### Saturday, November 3

*Brewers' Exhibition and Market*, Royal Agricultural Hall, London, N.1. November 3 to November 9.

### Tuesday, November 6

*National Pharmoecutical Union, South-East London Branch.* Meeting. Discussion on "The Clinic Menace—Is it the Chemist's Fault?"

*Pharmoecutical Society of Great Britain, Birmingham and District Branch, Scientific Section*, Imperial Hotel, at 8.30 p.m. E. G. Bryant, D.Pharm., B.Sc., Ph.C., on "Cosmetics."

*Pharmaceutical Society of Great Britain, Harrow Branch*, Gayton Rooms, Station Road, Harrow, at 8.45 p.m. Mr. A. A. Dick (a member of the Society's Council) on "The Pharmacy and Poisons Act" and the "Draft Poisons List."

### Wednesday, November 7

*Birkenhead and Wirral Association of Pharmacists.* Meeting. Mr. W. Johnston will give an address.

*Pharmaceutical Society of Great Britain, Bath and District Branch*, 9 Kingston Buildings, Bath, at 8.15 p.m. Annual general meeting.

### Thursday, November 8

*North London Pharmaceutical Association and North Metropolitan Branch of the Pharmaceutical Society*, Manor House Hotel, Plimsbury Park. Carnival dance, commencing at 7.30 p.m. Tickets 2s. 6d. each, dress optional.

*Pharmaceutical Society of Great Britain, Blackpool Branch*, Queen's Hydro at 8 p.m. Address by Mr. T. Hardy (a member of the N.P.U. Executive).





UP to recent years Cork was a city of few, but big, pharmacies, and they were practically all located in Patrick Street, the leading thoroughfare in what is locally known as "the flat of the city." To-day, with the growth of Cork and rapidly developing suburbs on every side there are now some thirty-five pharmacies when the smaller establishments on the outskirts are counted in. These thirty-five serve a population of 78,490 people, and on a numerical basis show that Cork at present is far from being as overcrowded as Dublin or some other centres in the Free State. Some of the larger pharmacies, in addition to their retail business, carry on an extensive wholesale business throughout Munster, and quite a number have their own proprietaries, while many pharmacists conduct optical businesses in addition to their pharmacies. Others have established well-equipped photographic developing and printing departments that serve the needs of chemists over a large area in the South. There is no lack of enterprise amongst the leading men in pharmacy in Cork. There is also a local chemists' association, known as the Cork City and County Chemists' Association, of which Mr. Arthur Mayne is president this year and Mr. John D. Blair the treasurer. The secretary is Mr. John Reardon, and the meetings are held at 17 South Mall, Cork. Mr. Alfred Lester, who was for so many years president of the Association, and Mr. Blair come periodically as the South's representatives to the meetings of the Dublin and Provincial Retail Drug Association.

### Day and Night Service

Hours of business form one of the perennial problems that agitate the Cork Association. At present, pharmacies in the city are open from 9 a.m. to 11 p.m. and later. In no city in the Free State are the business hours so long. Occasionally plebiscites are taken with regard to early closing, but the consensus of opinion is in favour of observing the present hours. The case is made in favour of these hours that the public in Cork expect to get pharmaceutical service to this time each night, that the chemists and their assistants are agreeable to supply such a service. Photographs of some of the leading pharmacies are shown on pp. 543 and 545.

THE CORK CHEMICAL & DRUG CO., LTD., is an old and well-known house. It was established in 1805 by William Harrington, who was succeeded by his son, another William Harrington, in 1850, when the business became known as Wm. Harrington & Son. The year 1886 saw the firm converted into a private company, and ten years later it was changed into a public company under the title of the Cork Chemical & Drug

Co., Ltd. In 1919 it acquired the drug business of Kiloh & Co., 108 Patrick Street. Originally the firm was located at 80 Patrick Street, but in 1931 the premises were sold and the business transferred to fine quarters at 4 Cook Street, where an attractive modern pharmaceutical frontage has been installed. At Cook Street both retail and large wholesale businesses are carried on, while there are branches at William Street and Watercourse Road, where a mineral water factory is in operation. The Cork Chemical & Drug Co. are the largest distributors of chemicals and medical supplies in Munster. Offshoots of the company are Harrington Bros., Ltd., City Road, London; Harrington & Goodlass Wall, Ltd., paint and varnish manufacturers, Cork. Its present directors are Mr. W. B. Harrington, the Rt. Hon. Sir Stanley Harrington, P.C., Mr. Wm. S. Harrington, and Mr. E. C. Harrington. Two of the members of the parent firm—William Golding and William Harrington—were members of the first Council of the Pharmaceutical Society of Ireland.

LESTER'S PHARMACY is one of the best known in the South, particularly for its splendid professional standard. It was founded in 1869 by Thomas Richard Lester at 107 Patrick Street, and subsequently No. 106 was taken in and carried on as a separate dispensing department. The firm was later converted into a private limited liability company, and the business is now being run under the direction of Mr. Alfred Lester, a son of the original founder. In addition to the large pharmacy at Patrick Street, which occupies one of the most commanding positions in the thoroughfare, a branch was opened in recent years at MacCurtain Street. At the moment the Patrick Street premises are in the hands of the contractors, and within the next few months will have one of the most modern frontages installed, and the entire premises renovated. Many pharmacists of note who have been associated with Messrs. Lester include Mr. J. Jack, Arbroath, Mr. A. E. H. Blackburne, Manchester, Mr. R. I. Edwards and Mr. Dundee (Northern Ireland), Mr. McLean Lee (Laird & Co., Ltd., Dublin), and Dr. Berry, principal medical officer of Bloemfontein, South Africa, to mention but a few. On the prescription books are to be found the names of many famous men in Irish history. Scripts have been made up for, among others, Charles Stewart Parnell, William O'Brien, John E. Redmond, and Lord Baden Powell.

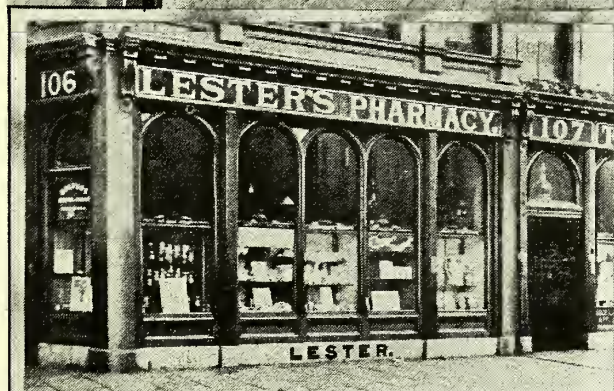
FIELDING'S PHARMACY, another outstanding business, is conducted by Mr. P. J. Fielding, last year's President of the Pharmaceutical Society of Ireland, at the Grand Parade end of Patrick Street. It has an ornate frontage in mahogany with gold lettering that gives it a fine distinctive character. In the business with Mr. Fielding





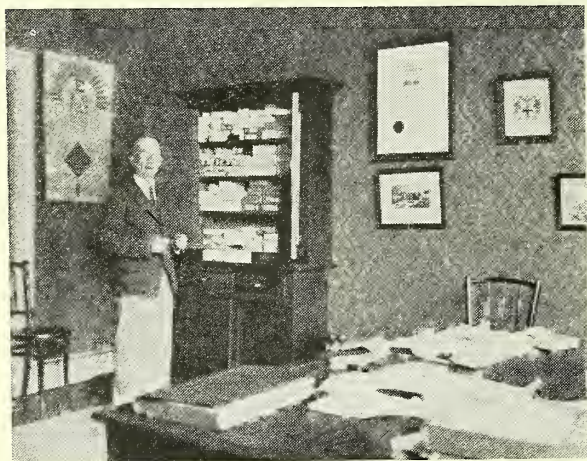
## CORK PHARMACIES

### NICHOLSON CHEMIST.





is his brother, Mr. Michael Fielding, who holds the British pharmaceutical qualification. In addition to an extensive dispensing and general pharmaceutical business, on the first floor immediately above the pharmacy is located the spacious optical department. In addition to being a distinguished pharmacist, Mr. Fielding is a Fellow of the Institute of Ophthalmic Opticians and a member of the Worshipful Company of



OPTICAL CONSULTING ROOM AT FIELDING'S PHARMACY,  
PATRICK STREET

Spectacle Makers. In this department he has the competent help of his sister, Miss G. Fielding. On the second floor there is now installed a photographic developing and printing department equipped with the most modern plant and in charge of a first-class technical staff. Here, in addition to the needs of his own business, Mr. Fielding caters for other chemists requiring a developing and printing service.

MR. EUGENE MACSWEENEY'S pharmacy in Patrick Street is known far outside the area of Cork City. Mr. MacSweeney was the creator of a corn cure proprietary, "Tinori," that has proved to be one of the most successful lines ever marketed in Ireland by an individual pharmacist. Of recent years Mr. MacSweeney has set up a large D. and P. works—probably the largest in the South of Ireland—from which is turned out first-class results. Like most enterprises Mr. MacSweeney has embarked upon, it has grown to big proportions due to the thorough painstaking ability displayed. Within a few years the MacSweeney D. and P. Works have gained the confidence of a large clientele of chemists in Cork, Kerry, Tipperary and elsewhere for the excellent high-class service. In the public life of Cork city Mr. MacSweeney has played a leading part. He is a prominent Rotarian, and president of the Cork Club this year. He is also an active member of the Cork Publicity Club.

MR. ARTHUR MAYNE, who is this year's president of the Cork City and County Chemists' Association, has his principal pharmacy at 7 Pembroke Street, just opposite the Imperial Hotel. Next to the Cork Chemical & Drug Co. this pharmacy is one of the oldest in Cork. Mr. Mayne, who is an old Lester's man, acquired this pharmacy in 1902. Eight years later he purchased Mr. John Murphy's pharmacy in Bridge Street, and three years ago acquired a third pharmacy at 100 Patrick Street. Mr. Mayne has always been an active worker on the local Chemists' Association.

J. WATERS & SONS, LTD., is an attractive business founded at 4 Winthrop Street by Mr. James Waters, senior, who, with the aid of his sons developed an extensive trade. The business is now carried on by Mr. E. T. Elmes, M.P.S.I., managing director, together with Mr. John E. Elmes, L.P.S.I., director. This house, which

does a large wholesale as well as retail business, has a tradition extending well back over sixty years.

JOHN BLAIR & SON have lately installed a splendid new modern front. This pharmacy, at 7 Patrick Street, was founded by Mr. John Blair (grandfather of the present proprietor, Mr. J. D. Blair) in 1880. The founder was an L.A.H. of Glasgow. In 1877 he qualified as a pharmacist, being number 112 on the Irish Register. In those days the dispensing department was in the window, separated from the street by a wire screen with two carboys and a specie jar. The founder was succeeded by his son, Mr. Richard Blair, who qualified in 1882 and was president of the Pharmaceutical Society of Ireland from 1924 to 1926. Mr. J. D. Blair, the present owner, is the third generation in pharmacy. Up to a few years ago the proprietors made all their own tinctures and stock pills. The new front is artistically done with black marble plinth, putty-coloured façade, black lettering on sign, and window casings in bronze.

MR. EUGENE O'CALLAGHAN has a striking pharmacy located at the corner of Patrick Street and Grand Parade, one of the busiest spots in the city. In addition to an excellent position for a brisk passing trade the pharmacy has four good display windows. Mr. O'Callaghan has a branch establishment at 2 Parliament Street.

ROCHES, LTD., have at 62 Patrick Street one of the newer pharmacies in the centre of the city. It is under the direction of Mr. Thomas Roche, L.P.S.I.

MR. C. V. BOLTON'S pharmacy is at Patrick's Bridge. Mr. Bolton has had a long association with Cork pharmacy, both in Messrs. Lester's and the Cork Chemical Co., before opening his own place in 1929. In addition to his pharmaceutical business Mr. Bolton is a qualified optician.

MR. V. HOOD NICHOLSON'S business is situated in MacCurtain Street, in the imposing group known as Metropole Buildings. It is a well-laid-out modern pharmacy, which was opened in 1924. Mr. Nicholson served his time with Mr. Blair, and later gained experience in Messrs. Lester's, and in Dublin.



Seated: MESSRS. A. LESTER, P. J. FIELDING, A. MAYNE, E. T. ELMES.

Standing: MESSRS. V. HOOD NICHOLSON, M. TUCKER, J. J. WALSH, J. ELMES.

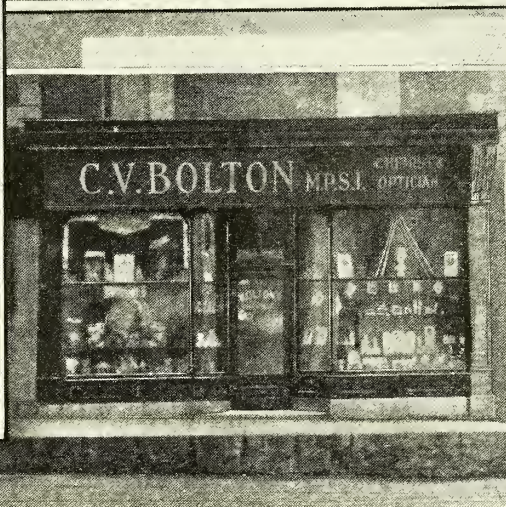
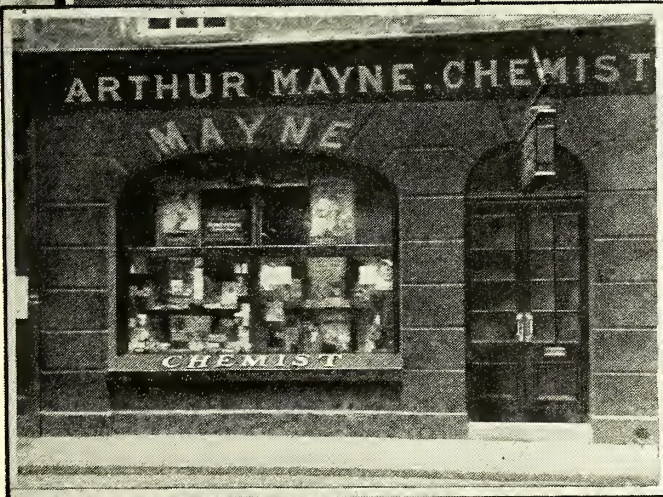
MATTHEW THOMAS & Co., LTD., have on the South side of the city (Barrack Street) a noteworthy pharmacy which is conducted by Mr. W. Hinchy, M.P.S.I. This pharmacy serves a very populous district and is well planned. Recently a branch establishment was opened at the corner of Evergreen Road, where a new suburb has recently grown up.

MISS H. M. RYAN, also in the Evergreen district of Cork, has opened a nice compact pharmacy to cater for the increasing population in this end of the city. This is typical of the newer pharmacies which have recently been opened in the district.





CORK PHARMACIES





# National Pharmaceutical Union

## Executive Meetings

MEETINGS of the Executives of the National Pharmaceutical Union and Chemists' Defence Association were held at 4 and 5 Queen Square, London, W.C.1, on October 23, Mr. E. A. Atkins in the chair.

### PUBLICITY ASSOCIATION

The Executive received a report from the Publicity Committee. Applications had been received from members for the special sign which had been designed for use in connection with the advertising scheme. The Committee considered that it would be inadvisable to allow the sign to be used at present. A recommendation of the Committee that a cut-out replica of the sign should be sent to every member of the Union early in the New Year was adopted.

### DRUG TARIFF

The Executive decided to ask the Ministry of Health to revert to the issue of the drug tariff quarterly, instead of twice a year.

### DISPENSING PRICE LIST

The Marketing and Trade Prices Committee reported that their attention had been drawn to the anomalies that arise in connection with the prices charged for double quantity mixtures. They recommended that such mixtures be repriced for the double quantities of ingredients, the dispensing fee to be increased by 50 per cent. It had been found after many experiments that this method of pricing double quantity mixtures gave the most uniform results. The Marketing Committee also reported complaints regarding the rate of profit on certain proprietaries, mainly used in dispensing prescriptions, and recommended that steps be taken to bring to the notice of the makers the need of a larger profit on these articles. The Committee's recommendations were adopted.

### C.D.A. Matters

The secretary reported that of the thirteen cases outstanding since the last meeting, one might be considered closed, and settlement had been effected in one case: Injuries caused by fall through member's grating; claim settled by payment of £90 5s.

Four new cases had arisen during the month, one of which had been settled: Damage caused to clothing by cycling errand-boy; claim settled by payment of £1 3s. 6d.

## Annual Conference

The Annual Conference of the Union was held at the Holborn Restaurant on October 24, Mr. E. A. Atkins in the chair.

The chairman's address to the Conference dealt principally with the business services which were placed at the disposal of members of the Union, and also with the new clearing house payment of accounts service which the Executive were establishing. He pointed out that these services had saved members a very large sum of money.

### POISONS LIST AND RULES

The Conference proceeded to consider *seriatim* forty-four resolutions which had been submitted by branches on the subject of the Draft Poisons List. While most of these resolutions dealt with points of detail in regard to items in the Poisons List, there were several of a more general character, such as duplicate registration under the Pharmacy Acts and the Dangerous Drugs Acts, the simplification of the Rules, the containers for poisons, methods of labelling and, in particular, protests regarding the scheduling in Part II of the Poisons List of iodine preparations containing less than 3 per cent. and phenol preparations containing less than 45 per cent.

### PUBLICITY SCHEME

A resolution from the Sheffield Branch, regretting that the publicity scheme had been dropped, was agreed to by the Conference, with many expressions of opinion that the matter ought not to be lost sight of in the future.

A resolution submitted by the Bradford Branch that certain advertising of dispensing was derogatory to the profession as a whole, and should be prohibited as being unprofessional conduct, was carried.

### ORGANISATION

A resolution from the Thames Valley and Southampton Branches stating that no member of the Council of the Pharmaceutical Society should at the same time be a member of the Executive of the N.P.U., in view of the possibility of the two bodies being in legal conflict with one another was lost, as also was another resolution that no nomination of members of the Pharmaceutical Council should be accepted for future elections to the Executive. Mr. Mallinson explained that there should be no difficulty in connection with the legal duties of either body.

Another resolution, calling for a subsidy for N.P.U. branches similar to that given by the Pharmaceutical Society to its branches, was withdrawn, as also was a resolution from West Ham regarding the reallocation of the members of the West Ham Branch, it being understood that both these matters were at the present time included in negotiations which were taking place between the Society and the N.P.U. regarding local organisation.

### UNSTAMPED PROPRIETARIES

Under this heading there were resolutions asking that the benefit derived from destamping be passed on to the public, with which the Conference was in agreement. It was also agreed that the Board of Customs should once again be asked to deal with unqualified persons who are not entitled to sell destamped medicines.

### DEFINITION OF PHARMACY

There were four resolutions bearing on this subject, only one of which secured the approval of the Conference. It was a resolution asking that the sale of B.P. and B.P.C. preparations, etc., for the treatment of human ailments be restricted to pharmacists.

### PACKED PHARMACEUTICALS

A resolution which read "That the desirability of a standard pack for pharmaceuticals in place of 'own name' packed lines be considered, subject to conditions regarding style and distribution," was on the agenda in the name of the Executive. The chairman explained that the matter was put forward at the request of the Drug Trade Joint Committee, which had realised the impossibility of chemists meeting present-day competition in packed lines either as to style or price so long as existing demand for small quantities with name and address had to be met. The Conference agreed that it would be better to forgo the right to have "own names" on small quantities if the alternative article was really a smart up-to-date pack at the right price and saleable only by chemists. They insisted, however, that the design of the label should be the property of the N.P.U. but should be available to every firm who desired to pack for the drug trade.

### P.A.T.A. MATTERS

Three resolutions, having for their object the improvement of the P.A.T.A. control over "co-ops," "cutters" and "clinics" respectively, were adopted for transmission to the P.A.T.A. There were many resolutions out of the total of eighty-six which were withdrawn when an explanation was forthcoming.

A hearty vote of thanks was passed to the chairman for the manner in which he conducted the Conference.



## Births

Notices for insertion in this column must be properly authenticated.

**COWLEY.**—At "The Turrets," Ballaquane, Peel, I.O.M., on October 20, Freda, the wife of Donald H. Cowley, M.P.S., of a son.

**IRVINE.**—At a nursing home, Accrington, on October 23, the wife of Robert Watson Irvine, chemist and druggist, of a daughter.

## Marriages

**COOPER—EVANS.**—At the Deganwy Avenue Congregational Chapel, Llandudno, recently, Leslie George Cooper, chemist and druggist, St. Helens, to Elsie Evans, chemist and druggist.

**GARDINER—HUDSON.**—At Lewisham, London, S.E., on October 19, Alfred Leslie Gardiner, chemist and druggist, to Olive Mary Hudson.

**LAST—GOODMAN.**—At Christ Church, Blacklands, Hastings, on October 20, Jack Neville Last, chemist and druggist, to Lorna Kathleen Mary Goodman, chemist and druggist, younger daughter of Mr. F. W. Goodman, chemist and druggist, Hastings.

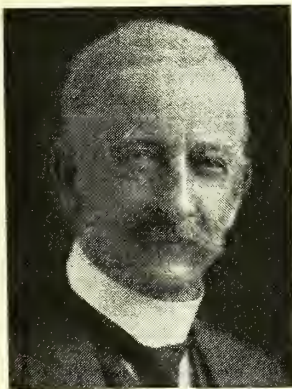
### Silver Wedding

**WATT—COWAN.**—At Lochskerrow, Mossdale, Kirkcudbrightshire, on October 29, 1909, William Hamilton Watt, chemist and druggist, to Agnes Hunter Cowan. Present address: 590 Alexandra Parade, Dennistoun, Glasgow.

## Deaths

**ALCOCK.**—At Holme Lane House, Hillsborough, Sheffield, on October 27, Mr. Alfred Alcock, chemist and druggist, aged ninety. Mr. Alcock, who leaves a son and two daughters, was for many years in business at Shalesmoor.

**HATRICK.**—In a London nursing home, on October 22, Mr. Vivian Lindsay Hatrick, late managing director of James L. Hatrick & Co., Ltd., 58 Red Lion Street, Clerkenwell Road, London, E.C.1, aged sixty. Mr. Vivian Hatrick came to London over forty years ago with his father, the late Mr. James L. Hatrick, who was connected with W. & R. Hatrick & Co., Ltd., of Glasgow, and was well known throughout the trade. In 1889, at 31 Snow Hill, E.C.1, James L. Hatrick & Co., Ltd., was founded as a wholesale and export business. They represented several American firms, including J. Ellwood Lee & Co., of Conshohocken, U.S.A., manufacturers of surgical



Mr. V. L. Hatrick

dressings, etc. In 1904 Mr. V. L. Hatrick succeeded his father as head of the business, which was rapidly expanding, especially on the surgical side. Larger premises at 50-72 St. John Street were taken in 1909, and years later the old-established business of Evans Wormull was purchased. Mr. Hatrick had been in poor health for several years, and for the last four years had been prevented from taking as active a part in the control as he wished,

although he kept in constant touch with affairs until the last. The funeral took place at Golders Green Crematorium, N.W., on October 25.

**HOLMAN.**—At Felixstowe, on October 22, after a brief illness, Mr. Henry Holman, chemist and druggist, 135 Hamilton Road, aged sixty-three. Mr. Holman had been in partnership with Mr. H. Wiles for nearly thirty years. They had previously been in business at Mundesley and at Haslemere, and went to Felixstowe ten years ago.

**REES.**—At Dinas Cross, Pembrokeshire, on October 25, Mr. James David Rees, chemist and druggist. Mr. Rees qualified in 1914.

## Personalities

**MR. D. T. EVANS, J.P.,** chemist and druggist (D. T. Evans, Ltd., chemists), Margate, has been reappointed as a visitor under the Lunacy and Mental Deficiency Acts.

**MISS M. N. CRAWFORD, B.Sc. (Pharmacy), Ph.C.,** M.P.S., has been appointed to the staff of Matthews & Wilson (1931), Ltd., manufacturing chemists, London, S.E.1, as chief technical assistant.

**MR. E. W. BOVILL,** director of R. C. Treatt & Co., Ltd., essential oil merchants, London, E.C.3, gave a talk on the "Wandering Tribes of the Sahara" in the National programme of the B.B.C. on October 30.

**MR. T. DEWAR, Ph.C.,** who has been awarded the Ph.D. degree of the University of London for a thesis on "The Diagnostic Value of the Anatomical Characters of Medicinal Leaves," was apprenticed to Mr. J. T. Hatten, chemist and druggist, Penarth. Mr. Dewar won a scholarship to the Cardiff Technical College, and for the past three years has been engaged in research work at the College of the Pharmaceutical Society.

**DR. J. COFMAN-NICORESTI,** chemist and druggist, who has recently been elected a Fellow of the Royal Society of Arts, has during the past few years resided mostly in France, where, among other things, he is extra-mural professor at the Institute of Hautes Etudes Agraires, Sorbonne, Paris. He has lately devoted much time to chemico-agricultural research, and has lectured extensively in various parts of France.

The annual distribution of prizes in connection with the Staff Training College of Lever Brothers, Ltd., Port Sunlight, took place in the Hulme Hall recently. Lord Leverhulme presided over the gathering of students and their friends, and was supported on the platform by, among others, Mr. L. H. Hartland-Swann, who, after the chairman's opening remarks, gave an inspiring address. Since joining the Board of Lever Brothers, Limited, in 1923, Mr. Hartland-Swann has devoted himself mainly to selling and advertising, and has been particularly concerned with the toilet interests. He is, in addition, a director of Unilever, Ltd., and several other associated companies, while he remains chairman of Icilma Co., Ltd.

## Wills

**MR. JAMES CROMBIE, Ph.C.,** Haymount, Bearsden, Dumbartonshire, chairman of The Cromessol Co., Ltd., who died on August 18 last, aged sixty-one, left personal estate in Great Britain valued at £12,700.

**MR. ALBERT HUGHES,** 105 Hornsey Lane, Highgate, N.9, and of Hughes & Hughes, chemical merchants, 35 Crutched Friars, London, E.C.3, who died on May 27 last, aged sixty-one, has left £29,221, with net personality £28,992.

**MR. ALFRED LATCHMORE,** Mindello, Hexton Road, Barton-in-the-Clay, manufacturing chemist, for many years with William Ransom & Son, of Hitchin, who died on August 11 last, aged sixty-six, left estate gross value £5,785, with net personality £5,641.



# Trade Notes

**DELIVERY BICYCLES.**—The bicycle and motor-cycle show is to be held at Olympia, London, W., from November 5 to 10.

**OPTREX.**—Wilcox, Jozeau & Co. (Foreign Chemists), Ltd., Great St. Andrew Street, London, W.C.2, are issuing a new showcard for Optrex eye lotion. Of striking design, it is printed in dark blue and orange, and measures 8 in. by 9½ in.



**BRITISH GLASS INDUSTRY.**—We have received from the Society of Glass Technology, Darnall Road, Sheffield, 9, a copy of the latest edition of the "Directory for the British Glass Industry" (pp. 414, 4s.). This publication is divided into sections giving alphabetical and classified lists of glass manufacturers,

glassware manufacturers, glass merchants and wholesale dealers, firms supplying plant and materials for use by the glass industry, industrial and educational institutions. There is also a section devoted to recent books and periodicals.

**AMBERGRIS.**—A block of ambergris weighing over 30 lb. has recently been purchased by the House of Coty.

A **MORTAR SIGN** with a bracket is the subject of an advertisement of The Teegee Co., 8 Station Parade, Burgess Hill, Sussex, on another page of this issue.

**BURROUGHS WELLCOME & Co.,** Snow Hill Buildings, London, E.C., have produced a tastefully designed showcard for Hazeline cream. The layout embodies a full colour reproduction of pot and tube on a graduated green background, and it is bright and attractive. The size, 12 in. by 8 in., is just right for window, showcase or counter display.

**TONICITY LABORATORIES, LTD.,** 26 Great Ormond Street, London, W.C.1, inform us that Mr. Charles Scott, before he started his record-breaking flight from this country to Melbourne, was ordered by his physician to take a course of Halmagon tablets. By this means his stamina was increased and, also, an attack of furunculosis, which was causing him much discomfort and apprehension, was completely cleared up.

A **UTILITY GREETING.**—James Neill & Co. (Sheffield), Ltd., Napier Street, Sheffield, have introduced a style of Christmas card



which departs somewhat from the orthodox. It is in the form of a greeting card of Sunray vellum finish upon which is mounted a five-inch manicure file, and is enclosed in an envelope of the same finish. The file is an Eclipse with the special hook point for cuticle trimming and ease of nail cleaning. As the

special carding and printing is supplied without extra cost, this line presents a novelty which should command attention.

**ROBERT BLACKIE,** manufacturing chemist, Shen Works Tower Bridge Road, London, S.E.1, is supplying his Regent perfumes and flavouring essences in novel barrel-shaped containers, half-a-dozen being enclosed in an attractive display carton. The firm is also offering their Spun ointments packed in neatly printed tubes.

"THE FIGURE FASCINATING" is the title of a leaflet being issued by Beiersdorf, Ltd., Bessemer Road, Welwyn Garden City, Herts, in connection with their Nivea creme and Nivea skin oil. Illustrations and directions are given for a series of physical exercises. A supply of the leaflets will be sent to chemists on request.

**ALLENBURYS' URINACIDOMETER.**—Allen & Hanburys, Ltd., Bethnal Green, London, E.2, have designed this outfit in order to provide the physician with means for rapidly determining the pH of urine samples from patients who are on a ketogenic diet. It is based upon the use of coloured charts, the colours of which have been matched against urine tinted with the indicators prescribed, and samples are examined in the special flat test tubes provided in the set. The outfit is contained in a neat japanned metal box.

**VINCE POWDER.**—William R. Warner & Co., Ltd., 300 Gray's Inn Road, London, W.C.1, are the selling agents for Vince brand powder, a preparation for use as a dentifrice and a mouth wash, manufactured by Vince Laboratories, Ltd., of the same address. The powder,



which is pleasant to taste, is packed in 2 oz. and 5 oz. tins and enclosed in cartons of attractive design. Vince contains, among other ingredients, a large proportion of sodium perborate and is claimed to be of great value in cases of pyorrhoea and Vincent's angina (trench mouth). Extensive propaganda is to be undertaken among the dental and medical professions.

**ILFORD, LTD.,** Ilford, have available informative leaflets dealing with Selo hypersensitive panchromatic and Selo fine grain panchromatic roll films, and supplies will be sent to any photographic dealer on request.

**CYSTEX.**—G. M. Williams & Co., 81 Lamb's Conduit Street, London, W.C.1, the distributors in this country of Cystex, make an interesting announcement regarding this product in their advertisement in this issue.

**CALENDARS AND CHRISTMAS STATIONERY.**—Raphael Tuck & Sons, Ltd., Raphael House, Moorfields, London, E.C.2, have sent us a selection of their art productions for the coming Christmas season. Looking over the selection, which includes Christmas cards, jig-saw puzzles, children's books and calendars, it is obvious that Messrs. Tuck's reputation for taste, quality and workmanship has been more than maintained. We have received also two Tuck's annuals—"Tuck's Annual," with realistic surprise panoramas, and "Father Tuck's Annual for Little People." Both these productions are well finished and well bound.



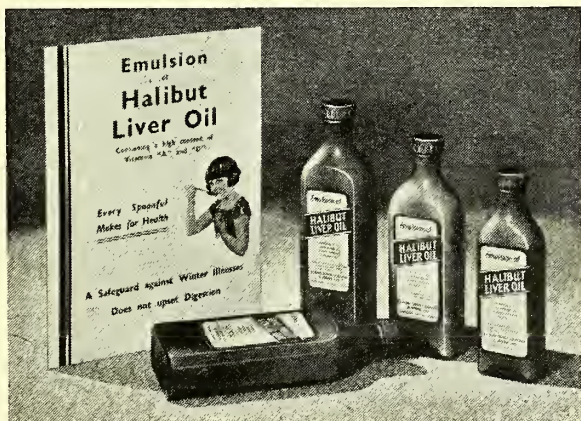
GINGER WINE ESSENCE.—Thornton & Ross, Ltd., manufacturing chemists, Milnsbridge, Huddersfield, have sent us a sample of their ginger wine essence. As will be seen



from the illustration, this preparation is most attractively packed and it should prove a popular line during the coming months.

A NEW BUNSEN BURNER.—Amal, Ltd., Birmingham, have designed a Bunsen burner which will be of interest to all laboratory workers. Careful attention has been given to the correct burner proportions necessary for maximum combustion efficiency, and generally speaking, the new burner combines the outstanding features of both the Meker and the original Bunsen types. It has an adjustable jet, which is perhaps its most interesting feature, and the orifice has been carefully placed so that the gas flow is concentric with the air tube. There is a needle valve, which is capable of almost vernier adjustment by the external screw to maintain the maximum gas velocity according to the volume of gas consumed and the pressure available. The flame can thus be turned down almost to invisibility by the needle valve without flashing back, and at the same time can be relied upon to give exceptional heating efficiency when full out. The combustion head is perforated with a large number of small holes, so that the flame consists of a cluster of perfectly aerated small cones. Another admirable feature is an insulated hooked metal holder.

HALIBUT-LIVER OIL EMULSION.—Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool, have placed on the market an emulsion of halibut-liver oil packed in the style shown in the illustration. There are three sizes—4 oz., 6 oz. and 8 oz. The emulsion is pleasantly flavoured, with no trace of fish either to taste or smell.



The showcard, printed in black and white, is of attractive design and a convenient size for counter display.—Messrs. Evans have also recently introduced another new product under the name of Eubion—a vitamin A concentrate in the form of moulded chocolate tablets. It is packed in tins of twenty-four.

## "C. & D." Retail Price List

THE drug index of prices for October fell slightly from 140.6 to 140.3. This was due mainly to reduction in the cost of bismuth salts. The figure for the same month in 1933 was 146.7. In surgical dressings there was no change from the September index, the figure being 136.3. The changes in selling and dispensing prices are few but important, and are set out below:—

Cost			Selling Price			
d.	per		16 oz. s. d.	4 oz. s. d.	1 oz. s. d.	1 dr. s. d.
17	lb.	Acid. citricum ..	2 2	0 7	0 2	—
18	lb.	Acid. citrici pulvis ..	2 3	0 8	0 2½	—
25	oz.	Barbitonum ..	B	—	3 8	0 7
26	oz.	Barbitonum solubile ..	B	—	3 9	0 7
110	lb.	Bismuthi carbonas ..	—	4 0	1 1	0 2
102	lb.	Bismuthi subnitras ..	—	3 8	1 0	0 2
36	lb.	Canellæ corticis pulvis ..	—	1 4	0 5	0 1
114	oz.	Medinal ..	B	—	—	2 4
129	100	Medinal tablets gr. 5 ..	doz.	2 4	—	—
192	100	Medinal tablets gr. 7½ ..	doz.	3 6	—	—
36	oz.	Thymol iodidum ..	—	—	5 3	0 9
63	lb.	Tr. colchici ..	C	2 2	0 8	0 2

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1934, p. 304.

(From "The Trade Marks Journal," October 24, 1934.)

- "FERRAMIC"; for chemicals (1). By Ferramic Industries, Ltd., 21 Lime Street, London, E.C.3. 553,951.
- "SWESTAR"; for all goods (2). By Burts & Harvey, Ltd., Eling House, Totton, Southampton. 553,330. (Associated.)
- "COOPER" on design of hunting scene; for veterinary preparations (2). By Cooper, McDougall & Robertson, Ltd., Ravens Lane, Berkhamsted. 552,620. (Associated.)
- "SOCALAC"; for medicinal chemicals (3). By John Richardson & Co., Leicester, Ltd., 62 Evington Valley Road, Leicester. 547,205.
- "NEO-OLESA"; for medicinal chemicals (3). By Bayer Products, Ltd., 31 Basinghall Street, London, E.C.2. 553,796.
- "VITASNUFF"; for medicated snuff not containing tobacco (3). By H. L. Myers, 9 High Street, Pensnett, Nr. Dudley. 553,274.
- "ANASOM"; for medicated non-barbituric sedatives (3). By J. A. S. Taylor, 13 Thornwood Gardens, Glasgow, W.1. 553,308.
- "NoMoCo" ("N.M.C." disclaimed); for medicines for the treatment and prevention of colds, etc. (3). By Harwoods, Chemists, Ltd., 72 Wigmore Street, London, W.1. 553,263.
- "LAXVITA"; for laxatives (3). By G. P. Saunders, 4 Studio Place, Knightsbridge, London, S.W.1. 553,508.
- "ZOTOFOAM"; for medicinal chemicals (3). By Soapless Foam, Ltd., 17 and 18 Dover Street, London, W.1. 553,492. (Associated.)
- "SOSTYN"; for a medicated preparation for making beverages (3). By G. W. Severn, 17 Ragstone Road, Slough. 553,818.
- "SNEX"; for paper handkerchiefs (39). By St. Andrew Mills, Ltd., 34 St. Andrew Road, Walthamstow, E.17. 554,174.
- "PARFUMERIE DU PROGRÈS"; for all goods (48). By G. Boehm, 38 Moreland Street, London, E.C.1. 553,017.
- "ORGANDIE"; for perfumes, toilet soap, creams, powders and bath salts (48). By T. F. Bristow & Co., Ltd., Edgware Road, Colindale, Hendon, N.W.9. 552,640.



Telegrams :  
"Aloicine  
Sedist,  
London."



Telephone :  
Bermondsey  
1141

*John Bell, Hills & Lucas Ltd.*

"JOHN BELL BRAND"  
COLD CURE CAPSULES.

For Influenza and Common Cold.

A good selling Winter line.

Send for Sample box and particulars.

Oxford Works, Tower Bridge Road, London, S.E.1

Are you stocking

## YESTAMIN?

Dried Yeast in its most valuable and most convenient form—powder and tablets. Generous terms and good discounts. Write today to :

THE ENGLISH GRAINS Co. Ltd., Shobnall Road, Burton-on-Trent



### "VAREEN" LIQUID NAIL POLISH

Favourite Colours :

Naturat, Rose,

Deep Rose,

Pale Corat,

Corat, Lake Red,

Red, Dark Red,

Pearl, Rose Pearl,

White, Orange,

Etc.

#### NAIL POLISH

1/- size, 7/6 doz.

1/6 " 10/6 "

2/6 " 16/- "

#### POLISH REMOVER

1/- size, 7/6 doz.

1/6 " 10/6 "

#### CUTICLE CREAM

1/- size, 7/6 doz.

1/6 " 10/6 "

#### "VAREEN" NAIL WHITE PENCIL

which is also an effective Cuticle Remover

1/- size 7/6 doz.

(FROM YOUR WHOLESALE)

Vareen Ltd., 86 Portobello Rd., London, W.11

PHARMACEUTICAL FORMULAS (P.F., Vol. I). Price 15s.,  
by post 15s. 9d.

PHARMACEUTICAL FORMULAS (P.F., Vol. II). Price 15s.,  
by post 15s. 9d.

WOOTTON'S CHRONICLES OF PHARMACY. Price 10s. 6d.,  
by post 11s. 3d.

PRACTICAL METHODS OF URINE ANALYSIS. Price 4s.,  
by post 4s. 3d.

THE "CHEMIST AND DRUGGIST," 28 Essex Street, W.C.2

## SPEAKING OF WINTER

May we remind you that Optrex advertising is to be continued in the National press throughout the Winter months, in addition to an extra large campaign on behalf of Famel Brand Syrup! How are your stocks of these proved sellers? Write for details of best buying terms.

### WILCOX JOZEAU & CO.

(FOREIGN CHEMISTS) LTD.

15 Great St. Andrew Street, London, W.C.2

and 19 Temple Bar, Dublin.

90% **S. V. R.** 95%  
1932 B.P.  
FOR  
Write for Prices **TINCTURES**  
**JAS. BURROUGH LTD.** 1 Cale Distillery,  
LAMBETH, S.E.11

## TWENTY YEARS AGO

the flower of English manhood was dying in Flanders fields. More than a million were to die before Peace came in 1918.

The British Legion exists to-day to honour their memory by helping those of their comrades who survived only to suffer totally undeserved hardships and privations.

The Legion's work for ex-service men includes—relieving distress—workshops and homes for disabled—finding employment—sanatorium for tuberculous—care of war orphans—pensions for prematurely aged—assistance for blind, etc.

PLEASE HELP THE LEGION  
TO HELP

by paying generously for your Poppy on

**POPPY  
DAY**  
NOV. 10th.

and, if you are able, by sending a donation to Captain W. G. Willcox, M.B.E., HAIG'S FUND, 23, Grosvenor Place, London, S.W.1.

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

E/31. B.Q. Laxin	H/30. Pancrophorin
E/26. Dentalite	E/26. Pickles Ointment (foot salve)
E/31. Lava soap	A/31. Scleresol (Dr. Kobe)
M/30. Liquivita	B/30. Sidonia Cream
E/25. Martindale's satinwood varnish stain	E/31. Wallace's red lotion



# THE CHEMIST AND DRUGGIST

VOL. CXXI.

November 3, 1934

NO. 2856

## Scottish Poisoning Statistics

SINCE we last had occasion to review the statistics of poisoning for Scotland six annual reports have been issued by the Registrar-General, bringing his figures to the end of the year 1933. It has been accepted as the natural order of things for many years past that poisonings in Scotland are less numerous, relatively to population as well as actually, than in England and Wales; but this is no longer the case. The records of the Registrars-General for Scotland for the years prior to 1906 are not so accurate in respect of statistics of poisoning as could be wished; but taking the years 1906 and 1931 by way of comparison, we get the following ratios of total deaths by poison to population:—

	1906	1931
England and Wales ..	1 in 43,471	1 in 52,631
Scotland ..	1 in 53,052	1 in 38,462

Broadly considered, this increase in the number of poisonings in Scotland—which will, no doubt, impress some social historian in the future—began in 1923, when for the first time on record the number of suicidal poisonings exceeded that of accidental poisonings. There had, indeed, been large totals occasionally in earlier years. Although, as we have indicated, official records prior to 1906 are not quite satisfactory, we may note for what the fact is worth that in 1889 the total poisonings numbered 85 (population 3,973,304) and in 1899 they were 95 (population 4,390,530). But the pre-dominance of accidental over suicidal poisonings remained fairly constant.

## A Remarkable Change Over

The change over may be illustrated by the relative figures for a normal pre-war year, the year 1923, and the latest year (1933) for which figures are available:—

1913 ..	Negligence and accident	50 ..	Suicide	14
1923 ..	"	"	10 ..	" 49
1933 ..	"	"	17 ..	" 113

When we turn to the details of these and the intervening years as disclosed in the official reports, the explanation of this change in incidence is quickly evident. Lysol first appeared in the Scottish list of poisonings in 1914, when it was responsible for two accidental deaths and one suicide. After one more accidental death in 1915 there is a complete silence in the records till 1921, when four accidental and seven suicidal deaths by lysol occurred. In 1923 the number of suicides by means of lysol was approximately half the total suicides (24 out of 49); and ever since then the ratio has exceeded one-half. The worst years are 1927–33 inclusive, the respective figures with totals of suicides (shown in parentheses) being: 1927, 83 (116); 1928, 74 (110); 1929, 89 (115); 1930, 83 (107); 1931, 98 (120); 1932, 83 (109); 1933, 85 (113). The average for suicides by

means of this poison for these seven years works out at 85: taking the population of England and Wales at, in round figures, eight times that of Scotland, there would be an average of 680 such poisonings annually in this part of Great Britain, which is very close to the present average of the whole of the suicides by poison south of the Border.

## A Favourite Poison

To put the significance of these figures in another way, the average of suicidal poisonings by lysol in Scotland exceeds two-thirds of the total suicidal poisonings in Scotland. The figures for other poisons are exiguous. Arsenic, strychnine and opium (with its alkaloids and preparations) have shown no activity of late years; nor can it be maintained that drugs of addiction have gained any appreciable hold so far as the Registrar-General is concerned. Veronal and its homologues appeared in these records for the first time in 1908: from that year to 1933 inclusive—twenty-six years—the total number of accidental poisonings by these hypnotics is 11, and of suicidal poisonings 10, an average of about 0.4 per annum in each case. The total number of accidental poisonings shows a gratifying decline. Thus, whereas for the three years 1906–08 the accident figures average 64.3, for the three years 1930–32 they average only 10. This is gratifying because, as we have more than once pointed out, the vigilance of the pharmacist can prevent accident more often than it can prevent suicide.

## Concinnity on the Council

THE advent of a rare word is greeted by the editorial staff of a newspaper with much of the delight with which the arrival of a distinguished stranger is hailed at a public school by those who expect an extra day's holiday as an outcome. The editorial staff may not get its extra holiday, but the enthusiasm is there just the same. We are reminded of this comparison by a report, in a recent issue, setting forth that one of the potent, grave and reverend members of the Council of the Pharmaceutical Society addressed a meeting "with concinnity." Appropriately enough, it was at Oxford; and to the Oxford English Dictionary we turn in order to see exactly what it was that distinguished this flight of oratory from many others. In music a concinnity is an imperfect concord; but this cannot be the meaning. "When they do agree on the stage their unanimity is wonderful." Of the two more usual meanings given, we are inclined to plump for "beauty of style produced by a skilful connexion of words and clauses"—the clauses of the draft Poisons Rules, for example. And when we find that the word is the Latin "concinnitas" anglicised, we go to Lewis and Short's Dictionary for more information. There we get the analysis "con" plus "cinnus," and cinnus, we are told, is a mixed drink. The association of mixed drinks with the Council of the Society is, of course, too painful to contemplate, and we can only suppose that a mixed grill was intended. As users of the O.E.D. know, the full flavour of its definitions often comes out best in its quotations; and we obtain further help by reading to the end of its paragraphs on concinnity. Thus, we find Motley, in his "Dutch Republic," writing: "A discourse . . . not likely, with all its concinnities . . . to exert a soothing influence upon the people." Concinnity, then, is employed to exert a soothing influence: that is what most of our councillors are there for. Finally, we may glance at the adjective "concinuous," the instance of which given is De Quincey's "most concinuous and rotund of professors. . . ." Had he been thinking of our members of Council, he would no doubt have written "most concinuous and orotund."



# The Draft Poisons List and Rules

## A Wholesaler Discusses Them from the Distributive Point of View

THE interesting interview with a leading member of the drug and chemical industry in *THE CHEMIST AND DRUGGIST* of October 27 (pp. 510-12) suggests a few comments. As a wholesaler my principal difficulties lie:—

(1) In the additional burdens that are going to be put upon the retailer, which might interfere with the sale of such articles as *santonin* in its many forms, *phenazone*, *amidopyrin* and similar articles, if they have to be labelled "Poison."

(2) The additional expense and difficulties put in the way of the manufacturer and merchant who has supplied me with my bulk chemicals and drugs for years labelled in such a way that no danger has ever ensued. Apart from the fact that the eight different kinds of labels which he is now called upon to use have not been required previously, the draft List and Regulations, as they now stand, will interfere with the legitimate business of the manufacturer.

(3) The additional overhead expenses which will be placed upon me and upon all other wholesale druggists in having large glass vessels (in which are stored preparations coming within the List) with vertical fluting, and the necessity to have them covered at all times. In many cases this will be an absolute impossibility, because the glass suppliers state that it is impossible to supply the article, and past experience has shown that covered vessels cannot be used in the manufacture of certain articles.

In the general rules, one notices that percentages have to be calculated on a basis of weight in weight. This applies to Part I, Part II and Exclusions from the List; but for the purposes of the Schedules the percentage can be calculated either on a basis of weight in weight, weight in volume or volume in volume. This also applies to the Rules and with regard to labelling. It would be well if some exemption were made for minute quantities of poisons contained in natural substances, otherwise ridicule might be poured on the List.

Among the articles which I fear will prove to add burdens to the seller, unless alteration is made, are preparations containing *acetanilide* and *alkyl acetanilides*; *emetine*, preparations like *ipecacuanha* wine, the asthma cures containing *solanaceous* herbs; *belladonna*, *opium* and *cannabis indica* plasters; headache remedies containing articles already mentioned, *amidopyrin*, *phenazone*, etc.; *amino-benzoic acid*, esters of and their derivatives, which include large numbers of the synthetic odours used in making perfumery, including *eau de Cologne* and *lavender water*; the polymers of *formaldehyde* (the one in particular which is used largely in *formalin* throat tablets is one which has not been included in the Exclusions—thus the usual *formalin* throat tablets will have to be labelled "Poison"); photographic preparations containing salts of gold; *insulin*; *pastilles* and *lozenges* containing small quantities of *phenol*; *santonin*, *thyroid gland*. Some of these articles must be labelled "Poison" and are known as harmless remedies, particularly in forms where only a small percentage is used, while others will need the signature of the purchaser, which places another difficulty in the way of retail sale.

Apart from various analytical difficulties where a clearer definition would be of considerable help, the wholesale trade is very sympathetic towards having an extended poisons list in order to help the retailers who are qualified by examination, who are the bulwark of protection for the public against the indiscriminate or wrongful use of poisons, and who are the only people qualified to handle these articles in so far as the supply to the consumer is concerned. I do feel, however, that so long as the pharmacist is taking his customary care in dealing with these articles, there is not such a great necessity to have large numbers of articles in the First Schedule; that is, those articles for which a signature is demanded.

### Poisons Rules

**CITATION AND COMMENCEMENT.**—The rules are applicable to manufacturers, wholesalers and retailers. Certain of these rules will be very difficult to comply with by manufacturers and wholesalers, and it would be advantageous to allow the rules to be relaxed in certain cases, particularly for the manufacturer; the wholesaler realises that he must send his goods to the retailer packed in such a way that the retailer will not have to repack them in order to comply with the regulations.

**INTERPRETATION.**—The meaning of the words "container" and "receptacle" is somewhat difficult to grasp. On the whole it is understandable, but when it comes to glass carboys on the one hand, and capsules and cachets on the other, it is difficult to know what the position is.

**RETAIL TRADER.**—"A retail pharmacist" is easily understandable, but difficulties arise with the wholesaler. The wholesaler must in many cases make sales which according to the definition of the Act are not retail sales. A wholesale transaction is defined by the Act as follows: "Sale by way of wholesale dealing means sale to a person who buys for the purpose of selling again"; but there are many cases where a wholesaler supplies goods to people who do not buy for the purpose of selling again. If this point can be cleared up, it will relieve the wholesaler of considerable anxiety.

**FOOD.**—With regard to food, one would imagine that the expression means "unprotected food." It surely could not mean a proprietary food packed in an airtight container, like many of the proprietary foods sold by the chemist. If it does, difficulties will arise with regard to transport of a poison. As set out in the Fifth Schedule, *strychnine* vermin killer could not be packed in the same railway van as a tin of *Allenburys Food* or a bottle of *Horlick's Malted Milk*. Similarly a packet of *cyanide gauze* could not be packed with food, even if the risk of contamination were non-existent. The definition of "food" should be reconsidered in the light of the difficulties which will ensue if it remains as at present.

**RULE 3.**—This particular rule is going to prove very difficult indeed for the manufacturer. It makes it obligatory for him to label his preparation in a certain way when it leaves his factory. If this applied only to those chemicals and drugs supplied for pharmaceutical use, it would be understandable; but enormous quantities of poisons are supplied for technical and trade use, apart from a very small percentage in some cases supplied for pharmaceutical use. As a wholesaler I should be quite willing that the manufacturer should be relieved from labelling according to the instructions set out in the rules, and would be willing that wholesalers should comply provided there is a limit to the size of the vessel which had to fulfil the regulations. A *winchester* or a bottle not exceeding 110 oz. capacity should be the maximum which would have to be fluted and labelled in a certain way. In other words, so long as bottles which go to the retail chemist fulfil all the conditions, the retailer and the ultimate consumer would be safeguarded.

**RULE 4.**—This rule requires that the article shall be labelled with the name of the poison, which shall be the term by virtue of which the poison is included in the Poisons List or, if such reference in the list describes a group of substances, then the name shall be the accepted scientific name or name descriptive of the true nature and origin of the poison. This may prove to be a very serious difficulty. There are many articles which have many names by which they are known, and the common name is not the scientific name: in fact, to put the scientific name on the label would in many cases cause far more misunderstanding and misconception than to use the common name. It is with a view to preventing misunderstanding and irritation that I would suggest that the manufacturer should have the option, so long as he uses a term which is understandable, to use the scientific



or common name. Where the poison consists of or is contained in any preparation of the B.P. or B.P.C., it is sufficient to use the name in the aforementioned works. I would suggest that this be extended to allow for earlier editions than the current ones of both these works, provided always the identifying date be used.

**RULE 5.**—Difficulties may arise with regard to the preparation of a poison in the preparation. Certain of the alkaloids are impossible of an accurate quantitative analysis. Provision must be allowed for the figure to be approximate in certain cases.

**RULE 7.**—This rule deals with containers, and it states that they shall be sufficiently stout to prevent leakage, and in certain cases it stipulates the material of which the receptacle shall be made. I should have thought Rule 7 (a) was sufficient without Rule 7 (c), because if the container is sufficiently stout to prevent leakage, it would be satisfactory for all poisons, whatever they are. By stipulating of what material the container has to be, the use of any of the newer materials which may prove even more satisfactory than either metal, glass or earthenware may be prevented. Rule 7 (b) appears to have as its object that all preparations containing poisons used for internal use when in liquid form shall be in the same type of glass bottle. In other words, there shall only be one form of glass bottle that can be used. This need not be coloured to render it distinguishable to the eye, but it must be vertically grooved to render it distinguishable by touch. One would have thought that any bottle rendered distinguishable by touch and distinguishable at sight would be satisfactory. It would appear that the bottles with raised studs, such as are now used for lysol, will not be available under the new Regulations.

One very important question that will have to be settled is: What are "medicines intended for the internal treatment of human ailments"? Throat paints, gargles, inhalants, mouth washes, iodine and aconite for swollen gums and things of that description must surely be intended, I think, as medicines for the internal treatment of human ailments. Is so, I should strongly recommend that the wording be so altered that it states "except in the case of medicines intended for the internal treatment of human ailments and made up ready to be taken or used," which would clear the air with regard to this.

**RULE 8.**—Rule 8, as it is drawn up, is primarily intended for the retailer. So far as the wholesaler is concerned, it ought to be sufficient if the customer is known to some accredited representative of the seller,

just as if he were known to the seller himself. It is obvious that a wholesaler cannot know all the retailers in the country except through his accredited representatives. It must be admitted that where a written order has to be sent by the purchaser, it must be sufficiently clear as to the meaning, but surely it cannot be necessary to put it in such a way that the actual amount of poison required must be stated. Retailers very often send orders "for the same quantity as last." So long as it is clear to all parties what is meant and the reference can be turned up to show the actual quantity of the poison, this ought to be sufficient. It is interesting to see that, if the article has to be sent by post, it must be sent by registered post; application to the Postal Authorities reveals the fact that if many of the articles are presented for transmission by post they will be refused under the Post Office Regulations. Rule 8 (3) is an exception which goes hardly far enough. One would have thought it would have included such purchasers as doctors, veterinary surgeons, dentists, hospitals, poor-law institutions, analysts, technical schools, laboratories and universities, as well as all others referred to in Section 20 of the Act.

**RULE 12.**—So long as it is clearly understood that this does not affect a wholesale transaction, the wholesaler will be satisfied.

**RULES RELATING TO TRANSPORT.**—At present the wholesale trade has plenty of rules and regulations dealing with transport of goods laid down by the railway companies. A volume consisting of 262 pages dealing with the sending of dangerous goods by merchandise trains governs this question. It may be that a similar publication will be necessary for road traffic, but one would think that this would be ample to satisfy the requirements with regard to poisons. Without going into the matter in detail, I think the wholesale trade would take the view that Rules 16, 17 and 18 should be deleted. The existing regulations are ample for dealing with rail and water transport, and if necessary regulations can be made dealing with road transport; these would be satisfactory for all practical purposes.

**RULE 28.**—This is an exemption with respect to poisons for export. Large quantities of goods are sold to shippers in this country, and it is known they are intended for export; so I suggest the rule be amended to read: "Nothing in these rules shall extend to or interfere with the sale of poisons to be exported from the United Kingdom."

## Grocers Oppose Draft Poisons Rules

THE following is, with slight abridgment, the text of a memorandum submitted, on behalf of the Federation of Grocers' Associations of the United Kingdom, to the Poisons Board setting forth the Federation's observations on the provisional Poisons List and Rules.

### Comments on Specific Entries

The Federation includes fourteen district councils of grocers' associations and 220 grocers' associations, embracing approximately 40,000 retail shops. . . .

**EFFECTIVE DISINFECTANTS.**—For many years grocers and members of kindred trades have sold disinfectants, and more disinfectants have been sold through such traders than through chemists. We respectfully beg to remind the Board that it was the clear intention of the Departmental Committee that, in the interests of public health, *effective* disinfectants should be made available to the public through retail traders other than registered pharmacists.

**LYSOL.**—The provisional Poisons List falls short, in our submission, of the Departmental Committee's intention, inasmuch as the limit of 45 per cent. of phenols or metallic derivations of phenols bars the sale of lysol, the *most effective* general disinfectant, by retail traders other than registered pharmacists. If it is held that there is some measure of public protection in the sale of

lysol through chemists, we submit that is completely nullified by actual everyday experience—e.g., five members of the Federation staff (two men and three girls) made purchases of lysol, without question (except in two cases, when they were asked whether they would prefer a larger size!). . . . There is not, we urge, any more danger in a grocer handing over a bottle of lysol (properly labelled and ribbed) *as it is received from the manufacturer or packer*, than in a chemist performing precisely the same service. Therefore, we asked that Part II should include:—"Phenols as defined in Part I in article[s] containing not more than 50 per cent. of phenols; metallic derivatives of phenols in articles containing not more than the equivalent of 50 per cent. of phenols."

**OXALIC ACID (SOLUBLE SALTS OF).**—We submit there is no real justification for confining the sale of *Soluble Salts of Oxalic Acid* to registered pharmacists. For very many years this has been sold for cleaning purposes, etc., by many of our members, particularly in large and industrial towns. There is no substantial evidence that any public harm has resulted, but it is certain that public convenience has been served. It is unfair to a large number of retail traders that this business should be taken from them, and, subject to similar regulations as at present apply, we urge that the sale of soluble salts of oxalic acid should be placed in Part II.



**HYDROCHLORIC, NITRIC AND SULPHURIC ACIDS.**—The placing of these acids "in articles containing less than 9 per cent." among the "Exclusions" is not objected to, but the absence of these three acids from Part II cannot be agreed to without strong protest. Their sale by retail traders has long been permitted, subject to regulations, and public convenience has been served. There is no evidence of public harm, but their exclusion from Part II is a hardship upon a number of traders. We ask for their inclusion in Part II subject to similar regulations as to retail sale as at present.

**SODIUM AND POTASSIUM HYDROXIDES.**—The limitation in the "Exclusions" of sodium hydroxide and potassium hydroxide to articles containing less than 4 per cent. is unnecessary, definitely hurtful to retail trade and opposed to public interest. For example, the effect of this is to exclude "Kleenoff," a cleaning preparation practically entirely sold through traders other than chemists. "Kleenoff," we understand, contains 11 per cent. of sodium hydroxide. There is no evidence whatever that its sale has been harmful or that there is any reason that it should not be freely sold by any trader who cares to stock it. We strongly submit that the percentage limit of "sodium (or potassium) hydroxide in articles" should be raised to at least 15 per cent. to ensure the inclusion of "Kleenoff" and similar articles in the "Exclusions" list. A retailer of, e.g., "Kleenoff," should not, we urge, require to be a listed seller of poisons. . . .

**PHOSPHORUS (YELLOW).**—The placing of yellow phosphorus in Part I, with no exception, has the effect of confining the sale of most rat, mice and vermin destroyers to chemists. This, we suggest, is opposed to public interest and means a very definite loss to thousands of retail traders. . . . On p. 621 of the October issue of the *Journal of the Ministry of Agriculture* there appears an announcement *re* National Rat Week, November 5-10, 1934, which states (*inter alia*): "The Ministry desires again to emphasise the importance of concerted action . . . for the destruction of rats and mice." Among the suggestions made by the Ministry to local authorities is the following: "Local chemists and hardware dealers might be invited to stock and advertise extra quantities of suitable baits and appliances for destroying rats and mice." The position which will be created is that while the law places a duty upon citizens to keep rodents in check and the Ministry of Health urges public action year after year in this direction, the Poisons Board proposes to make rat and mice destroyers far less readily available to the public than is the case to-day. Our respectful but urgent submission is that, in the case of rodent and vermin destroyers containing yellow phosphorus, they should be included among "Exclusions" when the poison content is *not more than 5 per cent.* In any event, phosphorus (yellow) in articles containing not more than 5 per cent. should be included in Part II, although we press the former alternative as being in the public interest.

**BIUM CARBONATE.**—This is included in Part II "in articles for the destruction of rats and mice," with special restrictions applied to retail sales. We make similar submissions in this case to those above *re* phosphorus (yellow) and ask for such articles, subject to a percentage limit of barium carbonate content, to be placed among the "Exclusions."

**ARECA.**—Here again, we ask in the public interest that provision should be made for some limited percentage inclusion in Part II and, if possible, among the "Exclusions." We strongly support the representations thereon which have been made by Messrs. Bob Martin, Ltd., of Southport, Lancs. The "Bob Martin" preparations have an extensive sale through retail traders other than registered pharmacists, and we do not feel there is any justification for giving pharmacists a monopoly in this regard. Certain tooth-powders and pastes also include areca powder and our observations above apply to them.

**CARBON TETRACHLORIDE.**—We also strongly support the representations of the manufacturers of "Thawpit" that it is not in the public interest that carbon tetrachloride should be included in the Poisons List or that its sales, in small volume, *should in any way be restricted.* The effect of the *labelling condition* of exclu-

sion of carbon tetrachloride in cleaning fluids (see "Exclusions") is calculated to cause unwarranted and unnecessary alarm in the public mind. . . .

**NITROBENZENE.**—Under "Exclusions" appears: "Nitrobenzene in soaps, boot polishes or floor polishes." This exclusion is, we suggest, *too limited.* The effect would be that *only* chemists could sell *metal* polishes, *motor* polishes, *furniture* polishes and other polishes in popular use. We feel that the omissions mentioned are an oversight, and we suggest that the exclusion should read:—"Polishes and cleaning agents, for household and technical use, containing nitrobenzene."

**COAL-TAR CREOSOTE.**—The "Exclusions" embrace "Creosote obtained from wood in articles containing less than 50 per cent. of creosote obtained from wood." Apparently this limitation to *wood* creosote will ban the sale by retail traders (other than chemists) of *creosote obtained from coal tar*, although "phenols in creosote obtained from coal tar" is also among the "Exclusions." Many retail traders have sold *coal tar creosote* for years without a single complaint within our knowledge. Far more *coal tar creosote* is sold by retail traders (other than chemists) than by chemists. . . . We urge that coal tar creosote should definitely be placed among the "Exclusions."

**IODINE.**—Iodine is extensively sold in various forms by retail traders other than chemists. It is to be found in every sports dressing room, in most sportsmen's bags, in thousands of ladies' handbags, and in nearly every home. We ask, in the public interest (a) that "Iodine in articles containing less than 3 per cent. of iodine" should be placed in the "Exclusions" list, and (b) that a higher percentage content of iodine be permitted to be sold by retail traders registering as "Listed Sellers of Poison."

**EMETINE.**—We are advised that the inclusion of this poison in Part I without *reservations* will detrimentally affect our members, particularly in country areas, who have sold cough mixtures, etc., containing ipecacuanha and preparations, such as vinum ipecacuanha and tincture ipecacuanha for many years without any suggestion of public harm, but certainly to public convenience. The important point here could be met by including in the "Exclusions" list "articles containing less than 0.15 of Emetine."

**LOBELIA, ALKALOIDS OF.**—We similarly suggest that there should be some reservation to the placing of "Lobelia, alkaloids of," in Part I. Preparations, particularly cough mixtures and asthma cures, containing lobelia in some form or other have been household remedies for many years, particularly of people who prefer herbal remedies. There does not appear to be any real reason why such preparations should be the exclusive perquisite of chemists, nor that it is in the public interest that they should be.

**STAVESACRE.**—Retailers other than registered pharmacists have also largely sold hair (or head) lotions and ointments containing stavesacre [*sic*] without harm to public interest. In fact, the reverse has been the case, particularly in the effective treatment of children's heads, and obviously in the interests of public health. We feel that no harm would be done by placing "Stavesacre in hair (or head) ointments and lotions" among the "Exclusions."

**ACETANILDE AND PHENAZONE.**—We strongly urge that reconsideration should be given to the proposal to place acetanilide and phenazone in Part I *without reservations.* They are used in anti-headache powders which have had very large sale by retail traders other than chemists. . . .

### General Suggestions

In general comment, we earnestly plead that the sale of well-known proprietary and of simple remedial preparations hitherto permitted to retail traders other than chemists should not be restricted. The sale of these articles is of very definite convenience to the public and we confidently contend that no reasons have been shown for curtailing the existing facilities. We also direct special attention to the fact that in the Report of the Departmental Committee it is stated that the draft Bill recognised the growth in the number and uses of poisons and it clearly expresses the intention of the Depart-



mental Committee to do away with the arbitrary limitations of what are termed "poisonous substances" under Section 5 of the Poisons and Pharmacy Act, 1908.

**CONSTRUCTION CLAUSE (2).**—We beg to direct attention to (2) which states: "a reference to a substance shall include a reference to . . . admixture or *natural substance*." It will be for the Courts to interpret the Regulations and therefore it would be well to make it clear that the inclusion of "Thyroid gland, the active principles of; their salts" in Part I of the List does not mean that only "registered pharmacists can sell mutton, pork, or bacon" . . .

**PART II, CLAUSE 7 (B).**—The phrase "intended for the internal treatment of human ailments" requires definition, e.g., are gargles, mouth washes and neso-pharyngeal preparations [*sic*] regarded as coming within the meaning of "internal treatment of human ailments"?

**PART IV, CLAUSE 13.**—Clause 13 of Part IV of the Draft Rules states: "No *retail trader* other than an *authorised seller* of poisons shall sell on any premises used for the sale of goods to the public, any *poison* unless the *poison* is contained in an enclosed or sealed receptacle as enclosed or sealed by the manufacturer or other person from whom the *poison* was obtained." . . . We submit that this limitation is too drastic. . . .

**PART IV, CLAUSE 14.**—It is difficult to appreciate the purpose of this proposed restriction of the retail sale of poisons for agricultural and horticultural purposes to retail traders "carrying on a regular business in agricultural or horticultural accessories." . . . Our earnest submission is that, while there should properly be definite application to be registered as a seller of poisons for agricultural and horticultural purposes, there should be no limitation as proposed in Clause 14 of Part IV. We further submit that 1 (b) of Clause 14 is unnecessary and may lead to considerable trouble when staff changes occur or at holiday periods. The point might be better met by a rule that the sale of substances specified in Part II of the First Schedule shall not be effected by any person under eighteen years of age.

**SIXTH SCHEDULE.**—We earnestly submit that there should be no obligation upon a retail trader, when making application to be registered, to name the poisons included in Part II of the Poisons List which he desires to sell. This places an onerous burden upon him. He

will know the articles or preparations he wishes to sell, but cannot be expected to know the precise names of the poisons contained in such preparations. It also places an unnecessary burden upon local authorities and upon manufacturers and wholesaler suppliers. . . . It should suffice, in our submission, for retail traders to apply for registration "to sell . . . the poisons included in Part II of the Poisons List" with the express exception of the named poisons in Part II of the First Schedule to which special restrictions apply. For the purposes of special record a special section of the application form could be devoted to the application for registration to sell the named poisons in Part II of the First Schedule for agricultural and horticultural purposes, but with no declaration (b) in regard to carrying on "a regular business in agricultural and horticultural accessories."

**MARKING ON CONTAINERS.**—We suggest that, in the interests of the retail traders and the public, it would be wise to make an additional rule providing that the containers of articles and preparations containing poisons permitted to be sold by retail traders under the provisions of Part II of the list should be marked by the manufacturer or packer as follows: "Part II of the Poisons List." Similarly, we suggest that in the First Schedule the divisions should be "Section A" and "Section B" instead of "Part I" and "Part II," in order to avoid confusion with the actual Poisons List. . . .

**REGISTRATION FEE FOR "LISTED SELLERS OF POISONS."**—No provision has yet been made in the rules as to the fee to be charged retail traders applying for registration as "Listed Sellers of Poisons." We have always represented that the registration fee should be nominal. . . . The majority of retail traders on whose behalf we make these submissions sell patent medicines and have to pay an annual fee in that respect. In addition, while chemists are able to sell "known, admitted and approved remedies" without medicine-duty stamps attached to the container (thus enjoying a substantial additional profit) retail traders whose case we plead can only sell such remedies (and only some of them at all) by bearing the cost of the medicine duty. Registration should be in simple form. . . . We therefore suggest that the original registration fee should not exceed 5s., and that the annual re-registration fee should be nominal and not exceeding 2s. 6d. . . .

## Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

### QUALITATIVE ANALYSIS

A MIXTURE of not more than three salts will form the subject of the next exercise in qualitative analysis. The mixture may contain metallic and acidic radicals occurring in the British Pharmacopœia, or any of the commoner radicals not mentioned in that work, and is to be submitted to a thorough systematic examination, all its constituents are to be detected, and proof is to be given that the substances detected are the only constituents of the mixture.

Students' applications for portions of the mixture of salts (accompanied by a *stamped and addressed envelope*, not a stamp merely) will be received up to Tuesday, November 6, on which day the samples will be posted. Students' reports will be received up to Saturday, November 17. Each report should contain a concise account of the work done, and should include a list of the constituents detected. In this list any substance regarded as an accidental impurity should be distinguished from the essential constituents of the salts composing the mixture.

The analysis announced above forms the opening exercise in

### THE ANALYTICAL TOURNAMENT

for the current winter session. Students may forward six stamped addressed envelopes (marked on the top "Corner for Students"), to be utilised month by month

for the "salts." We offer special certificates and prizes for the best series of reports submitted on the exercises to be set from November 1934 to April 1935 inclusive. The awards will be made to the students who obtain the highest aggregates of marks for their reports upon the whole six exercises, and will comprise:—

**First Prize.**—Certificate of honour and books to the value of three guineas.

**Second Prize.**—Certificate of honour and books to the value of two guineas.

**Third Prize.**—Certificate of honour and books to the value of one guinea.

The competition is open to all pharmacy students who have not passed the Pharmaceutical Chemist Qualifying examination in Great Britain or Northern Ireland or the Licence examination in the Irish Free State. Former tournament prize-winners are disqualified from taking a tournament prize, unless it be a superior one to that previously gained. Besides the tournament prizes, the usual monthly awards will be made to junior students, viz.:—

**First Prize.**—Books to the value of 15s. or thereabouts.

**Second Prize.**—Books to the value of 7s. 6d. or thereabouts.

These monthly prizes will be awarded only to apprentices or assistants who have not passed in Chemistry in the Preliminary Scientific examination in Great Britain, in the Licence examination in the Irish Free State, or in Chemistry, Part I, in Northern Ireland, which fact *must be attested on their reports*. They will not be awarded to former winners of tournament prizes. Students who adopt a *nom de plume* must adhere to it throughout the tournament.



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values.

## 28 Essex Street, W.C.2, November 1

Most of the markets have experienced a week of fair business, the exceptions being chiefly those in which speculators operate. In the latter type of market a number of the leading commodities have declined rather sharply, but in other directions values are keeping quite steady, with some further appreciations recorded. The recovery in sterling exchange rates tends to discount the recent firmer tone in Continental and other imported products. In the pharmaceutical chemicals markets the further advance in BARBITONE, spot and forward, is being maintained with very little outside stuff offering. CITRIC ACID is steady and may go higher. EPHEDRINE HYDROCHLORIDE is reported to have advanced sharply again. POTASSIUM SULPHOGUAIACOLATE is quoted slightly cheaper. Rather more inquiry for SALICYLATES. A steady domestic business in crude drugs is reported. AGAR has sold fairly well on spot, but is lifeless forward. BUCHU is firm, with limited supplies gradually moving off. Aleppy GREEN CARDAMOMS are easier after the recent advance. DAMIANA LEAVES have sold well for export and are dearer on spot. Jamaican GINGER is firmer and the West African product is sharply dearer. MATIO GROSSO IPECACUANHA continues firm. MENTHOL has had a bad week, but tends to recover most of the loss. Spanish-Italian MERCURY is again dearer for shipment. SENECA is steadier forward but weak on spot. SENNA has been quiet this week. A good demand for industrial qualities of TRAGACANTH is reported, with prices for these grades rather firmer. Some grades of CARNAUBA WAX are now very short on spot and still higher prices are being quoted. The call for essential oils has been fair, with some strong markets indicated; others are weak and more or less lifeless. ANISE, "Red Ship," is easier forward and dull. BERGAMOT remains slack. CANANGA is a good market. CASSIA tends to be dearer forward. Java CITRONELLA is steadier and quoted dearer for next year. GERANIUM, Bourbon and Algerian, is rather easier. LEMONGRASS has been dull, but is steadier for shipment. PATCHOULI is a good market. Japanese PEPPERMINT weakened early on but is now steadier, with more inquiry. PETITGRAIN is irregular, tending firmer owing to higher prices indicated from the source, but offers are very restricted. WORMSEED is steadier and may advance. American PEPPERMINT is about unchanged and in small demand, but firmer shipment conditions during the next few weeks would not be surprising.

## Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	November 1	Value of the £
Amsterdam ...	Fl. to £	12.107	7.35½	12/1¼
Berlin ...	Mks. to £	20.43	12.36	12/1¼
Brussels ...	Belgas to £	35	21.34	12/2¼
Copenhagen ...	Kr. to £	18.259	22.40	24/8
Lisbon ...	Esc. to £	110	109½	19/11½
Madrid ...	Ptas. to £	25.22½	36½	28/0½
Milan ...	Lire to £	92.46	58½	12/6½
Montreal ...	Dol. to £	4.86½	4.86½	20/0
New York ...	Dol. to £	nominal	4.97½	20/5
Oslo ...	Kr. to £	18.159	19.90	21/11
Paris ...	Fr. to £	124.21	75½	12/2
Prague ...	Kr. to £	164.25	119	13/5½
Stockholm ...	Kr. to £	18.159	19.39½	21/4¼
Warsaw ...	Zloty to £	43.38	26½	12/2
Zurich ...	Fr. to £	25.2215	15.30	12/2

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

DEALERS have reduced their prices for potassium sulphoguaiacolate. Barbitone is quoted at the advance recorded last week for shipment and spot values are close up. Citric acid is steady, with a very fair demand. Rather more inquiry for salicylates, with quoted figures maintained.

ACETANILIDE.—Market is steady; business quiet: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

AMIDOPYRIN.—A steady inquiry, with dealers' spot and forward prices well maintained: spot, crystals, five cwt.,

18s. 9d.; two cwt., 19s. 1¼d.; less than two cwt., 19s. 6d. per lb.; with powder 2¼d. per lb. extra.

AMMONIUM BENZOATE.—Not much business; quotations ranging from 2s. 10d. to 3s. 4d. per lb., as to quantity.

AMMONIUM ICHTHOSULPHONATE.—Market fully steady; fair business: one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10½d., in 8-oz. tins; and 2s. 1d. per lb., in 4-oz. tins.

ASPIRIN.—Average business passing, with quoted prices unchanged: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb., 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing free, net, carriage paid. Contracts: Over twelve months, minimum, one ton; over six months, less than one ton.

BARBITONE.—Forward prices are quoted at the advance recorded last week: to arrive, two cwt., 13s. 5d.; 56 lb., 13s. 9d.; less, 14s. 1d. per lb., f.o.b. Continent. Spot, two cwt., 15s. 1¼d.; 56 lb., 15s. 6d.; smaller parcels, 15s. 9d. to 16s. per lb. Some second-hand parcels may be cheaper.

BENZONAPHTHOL.—A limited inquiry, with small spot parcels in the region of 3s. 2d. per lb.

BENZOIC ACID (B.P.).—Market is not receiving much attention; values steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—No further alteration in makers' scales of prices for these salts. Carbonate, cwt. lots, 6s. 6d.; less than 8 lb., 8s. 6d. per lb.

BROMIDES.—A fair inquiry, with quoted prices holding up: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., without engagement. Special prices for larger quantities.

CAFFEINE.—Values for Continental continue at the advance recorded last week. Pure, two cwt., 6s. 9d.; one cwt., 6s. 11d.; 56 lb., 7s. 1d.; less than 56 lb., 7s. 3d. per lb. Citrate, two cwt., 5s. 7½d.; one cwt., 5s. 8½d.; 56 lb., 5s. 9½d.; less than 56 lb., 5s. 10½d. per lb., net, carriage paid on minimum 56-lb. lots. Packages, from 5 lb. and upwards, free. British material is quoted unchanged, as follows: one cwt., 7s. 6d.; 56 lb., 7s. 9d.; smaller quantities, 8s. Citrate, one cwt., 4s. 6d.; 56 lb., 4s. 9d.; smaller quantities, 5s. per lb.

CALCIUM LACTATE.—Keen prices quoted, with not much business moving: spot, one cwt., 1s.; 56 lb., 1s. 1d.; 28 lb., 1s. 1½d.; smaller quantities, up to 1s. 5d. per lb.

CHLORAL HYDRATE.—Not much business; outside cheap offers: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4½d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—A very fair business is reported, with British makers quoting 10½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for Continental at about the same figure. A further advance in prices may take place.

CREAM OF TARTAR.—Prices quoted by British makers for 90 to 100 per cent. are unchanged at 82s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are quoting competitive figures for imported material.

CREOSOTE (B.P.).—A very good business has been done and dealers' prices are firm. Quantities in demijohns, 1s. 9½d. to 1s. 10d.; smaller parcels, 1s. 11d. to 2s. 3d. per lb., as to quantity.

CREOSOTE CARBONATE.—Small quantities in 1-lb. bottles are mentioned at 8s. 4d. to 8s. 6d. per lb. Market steady but quiet.

EMETINE.—Makers' prices continue at the recent advance on account of higher cost of raw material. Hydrochloride, 8 oz. or ¼ kilo., 35s. 6d. per oz.; one oz. or 25 grams, 37s. 6d. per oz.; smaller quantities, 40s. per oz. Other salts are advanced in proportion.

EPHEDRINE.—Makers' prices for hydrochloride are again sharply dearer at 8s. per oz. There may be a second-hand seller at less.



FERRI QUININE CITRATE.—Makers' prices are as follows:—

Packing	100 oz. Per oz.	Less than 100 oz. Per oz.	Packing	100 oz. Per oz.	Less than 100 oz. Per oz.
100-oz. tins...	10½d.	...	8- & 4-oz. bottles	11½d.	11½d.
25-oz. tins...	10½d.	11d.	1-oz. bottles ...	1/0½	1/1
16-oz. bottles	11d.	11½d.	½-oz. bottles ...	1/3½	1/4

Special prices for larger quantities.

GUAIACOL CARBONATE.—Dealers' prices are well maintained; fair business. Spot, two cwt., 9s. 8d.; one cwt., 9s. 9d.; less than one cwt., up to 10s. 3d. per lb.

HEXAMINE.—A steady inquiry, with keen prices quoted for large quantities. Free-running crystals, British make, five cwt., 1s. 8d.; two cwt., 1s. 8½d.; one cwt., 1s. 9d.; 14 lb., 1s. 11d.; smaller parcels, up to 2s. 3d. per lb.; powder, cwt. kegs, 1s. 5d. per lb. and less for good quantities.

HYDROQUINONE.—Inquiry is limited. Occasional cheaper offers than the scale for single deliveries and contracts.

IODIDES.—Makers' scales of prices for these salts continue at the figures published last week. Some outside cheaper offers.

LACTIC ACID (B.P.).—Not much business; market quoted at keen prices: quantities in carboys, 1s. 4½d. to 1s. 5½d.; in winchesters and bottles, 1s. 6d. to 1s. 10d. per lb., as to quantity.

MERCURIALS.—Makers' scales of prices for these salts are fully steady. Chloride, B.P., one cwt., 4s. 9d.; less than one cwt., 4s. 10d. per lb.

METHYL SALICYLATE (B.P.).—Business is on a fair scale; market steady: ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' prices very steady; moderate sales in small lots: two cwt., 17s. 6d.; one cwt., 17s. 11d.; 56 lb., 18s. 4d.; small parcels, 18s. 9d. per lb., spot.

METOL.—Market has been dull: 28 lb., 9s. 6d.; 14 lb., 9s. 9d. per lb. Wholesale dealers' prices for smaller quantities would be dearer.

PHENACETIN.—Market continues competitive, but the position is not quite so fierce: crystals or powder, quantities, about 2s. 9d.; smaller parcels, from 2s. 10d. to 3s. 3d. per lb., as to quantity.

PHENAZONE.—Fully steady as quoted by dealers; business moderate: crystals, five cwt., 10s. 7½d.; two cwt., 10s. 10d.; and less, up to 11s. 6d. per lb.; with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Market is rather dull and disturbed by outside offers: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYL ETHYL BARBITURIC.—Market is about steady, with small lots at 28s. to 29s. per lb. in 2-lb. bottles. Business fair.

PIPERAZINE.—Dealers' prices for Continental material continue at the advance recorded last week: 22 lb., 52s. 11d.; 11 lb., 54s. 5d.; 2 lb., 55s. 11d.; less than 2 lb., 57s. 5d. per lb., ex store, London, 8-oz. bottles free, smaller packing extra.

POTASSIUM PERMANGANATE (B.P.).—Market is fully steady; business satisfactory in limited quantities: one ton, in drums, 9½d.; ten cwt., 9½d.; druggists' parcels, from 10d. to 1s. per lb., as to quantity.

POTASSIUM SULPHOGUAIACOLATE.—Dealers' prices are cheaper. Two cwt., 5s. 11½d.; less than two cwt., 6s. 2d. per lb., ex store.

QUININE SULPHATE.—Prices are steady at the recent advance: Sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; phosphate, 3s. 2½d.; hydrochloride, 2s. 7½d.; bihydrochloride, 2s. 10½d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hypophosphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities.

SANTONIN.—Kilo. parcels on spot are quoted at about £13 10s. and less for larger quantities. Business small.

SODIUM DIETHYLBARBITURATE.—Fully steady and tending to advance: spot, one cwt., 15s. 9d.; 28 lb., 16s.; 14 lb., 16s. 3d.; 7 lb., 16s. 6d.; smaller parcels, up to 17s. per lb.

SODIUM SALICYLATE (B.P.).—Quoted prices are unchanged; business moderate: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

SULPHONAL.—More inquiry, with dealers' spot and forward prices fully steady: crystals or powder, two cwt., 14s.; one cwt., 14s. 5d.; 56 lb., 14s. 7d.; smaller parcels, up to 15s. 3d. per lb., spot.

TARTARIC ACID (B.P. CRYSTALS).—Market tends to harden with the higher prices for citric acid. British makers quote at 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for foreign competitive.

THEOBROMINE.—Prices for Continental material continue at the advance recorded last week: Pure, two cwt., 6s. 8½d.; one cwt., 6s. 10½d.; 56 lb., 7s. 0½d.; less than 56 lb., 7s. 2½d. per lb. Soda salicylate, two cwt., 6s. 6½d.; one cwt., 6s. 7½d.; 56 lb., 6s. 8½d.; less than 56 lb., 6s. 9½d. per lb., ret, carriage paid on minimum 56-lb. lots. Packages from 5 lb. upwards free.

THYMOL.—Rather more inquiry; quoted unchanged: synthetic, fine white, two cwt., 5s. 7d.; one cwt., 5s. 9d.; 56 lb., 5s. 11½d.; 28 lb., 6s. 3½d.; 14 lb., 7s. per lb.; ex ajowan seed, one cwt., 8s. 3d.; 56 lb., 8s. 6d.; 28 lb., 9s.; 14 lb., 10s. per lb.

VANILLIN.—More inquiry, with some outside competition noted: ex guaiacol or clove oil, five cwt., 13s. 3d.; one cwt., 13s. 6d.; 56 lb., 13s. 9d.; less, 14s. per lb.

### Crude Drugs, etc.

AGAR.—Fair spot business; quiet forward: spot, Kobe No. 1, 1s. 11½d.; No. 2, 1s. 10½d.; Yokohama No. 1, 1s. 10d. per lb.; shipment, Kobe No. 1, 1s. 9½d.; No. 2, 1s. 8d.; Yokohama No. 1, 1s. 8d. per lb., c.i.f. New crop, January-March shipment, Kobe No. 1, 1s. 7½d.; No. 2, 1s. 6½d.; Yokohama No. 1, 1s. 5½d. per lb., c.i.f.

BALSAMS.—The spot value of *Canada* is steady at 2s. 9d. and shipment at 2s. 8d. per lb., c.i.f. *Tolu* is dull, with 1s. 9d. quoted for soft. *Peru* is about steady at 5s. 4½d. per lb.

BELLADONNA.—Not much inquiry on the market. Good test root, 62s. 6d. Leaves quoted at 75s. per cwt., spot, for small parcels.

BUCHU.—The usual bale business on spot, with supplies running low and values fully steady. Good green rounds, 1s. 4d.; ordinary to fair, 1s. 2½d. to 1s. 3½d.; ovals, 10d. to 11d. per lb., as to quality.

BURDOCK ROOT.—Dealers are offering new crop root at about 60s. per cwt.

CANTHARIDES.—Russian flies are available on spot at 6s. 9d. to 7s. per lb. Chinese quoted at 3s. 10d. to 4s. per lb., as to quantity.

CARDAMOMS.—Rather easier shipment terms are now quoted for Aleppy greens at about 2s. per lb., c.i.f. Bleached, on spot, have sold fairly well, with prices ranging from 2s. to 5s. per lb., as to grade.

CASCARA SAGRADA.—Occasional business moving on spot. Shipment, 30s. per cwt., c.i.f., for car-load lots; spot, about 34s.; 1933 peel, 42s. 6d. per cwt.

CELERY SEED.—Small parcels are quoted at 2s. per lb., and slightly less for bulk quantities.

CHAMOMILES.—Spot supplies are firmly held for 240s. for first pickings; 220s. for seconds; and about 200s. per cwt. for thirds, spot. A steady business is reported.

CLOVES.—Spot values slightly better; market closing quiet. Zanzibar, spot, 6½d.; shipment, November-December, 5½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended October 27 were 50 and the deliveries *nil*, leaving a stock of 3,151. From January 1 to date the landings of Zanzibar have been 4,582 and the deliveries 3,941. Landings of Madagascar for the week ended October 27 were *nil* and the deliveries 17, leaving a stock of 358. From January 1 to date, landings of Madagascar have been 296 and the deliveries 920 packages.

COCONUT (DESICCATED).—Continues steady but quiet. Spot, fine, 18s.; medium, 18s. per cwt. Shipment, halves, November-December, 16s. 3d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports the shipment market quite steady, with a fair business being done. Finest Lofoten steam refined, non-freezing medicinal oil, 90s. per barrel, c.i.f. Spot, in small lots, 132s. per barrel, ex store, duty paid. Newfoundland non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil continues to be quoted from one source at 115s. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

COLCHICUM.—Dealers are offering root on spot at 47s. 6d. per cwt. and seed at about 1s. 2d. per lb. for small parcels.

DAMIANA LEAVES.—Supplies are getting scarce on spot and most holders are now asking up to 2s. 2d. per lb. Export inquiry has been good this week.

DERRIS ROOT.—Supplies are still unavailable on spot, with the price nominal. Shipment is fully steady, ranging from 9d. to 1s. 3d. per lb., c.i.f., as to test, the higher price being for 5 per cent. rotenone content.

EPHEDRA HERB.—The shipment quotation is firmer at about 19s. 6d. per cwt., c.i.f.



**ERGOT.**—Market is rather steadier; fair business. Spanish, spot, 1s. 7½d. to 1s. 7¾d.; shipment, 1s. 4½d. per lb., c.i.f. Portuguese, 1s. 6¾d.; Polish, 1s. 5¾d.; Russian, 1s. 4½d. to 1s. 5d. per lb., spot.

**GENTIAN.**—Business has been on a better scale this week, with dealers quoting 45s. per cwt. for small spot parcels.

**GINGER.**—A further sharp advance is recorded, with West African now quoted on spot at 37s. 6d. per cwt.; for arrival 30s. 6d. per cwt., c.i.f. Jamaican is firm at the advance, with speculators operating. Quoted firm from 80s. for small grinding up to 110s. for bold, in barrels. Fresh arrivals not due till next April.

**GUM ACACIA.**—Market has been dull and is about unchanged: spot, Kordofan cleaned sorts, 36s. 3d.; bleached, 67s. 6d. to 70s. per cwt.; shipment, Kordofan cleaned sorts, 34s. 3d. per cwt., c.i.f.

**HENBANE.**—Some supplies of new crop Hungarian are being quoted at about 75s. per cwt., spot.

**HONEY.**—Rather more interest in the manufacturing qualities. Jamaican: white set, 45s. to 50s., as to quality; pale amber, 37s. 6d.; dark liquid manufacturing, 32s. 6d. per cwt. There is a shortage of Jamaican smooth pale amber, for which there is good inquiry. San Domingo, amber, 31s.; Californian, white clover, 44s. to 45s.; Canadian, new season, white set, 48s. to 50s. per cwt. Practically no Cuban offering here.

**HYDRASTIS.**—Market is about steady; business quiet. Spot, 4s. 10½d.; shipment, 4s. 4½d. per lb., c.i.f.

**IPÊCACUANHA.**—Market continues firm on limited supplies. Matto Grosso is firm, with little if any good material offering under 5s. 3d. on spot. Minas is firm at about 4s. 3d. and upwards. Cartagena not offering.

**LIQUORICE ROOT.**—Business continues slow, with natural root quoted in the region of £13 per ton, spot.

**LOBELIA HERB.**—Market remains slack and irregular. Spot, 1s. to 1s. 1d.; shipment, about 8½d. per lb., c.i.f.

**MENTHOL.**—A sharp decline was recorded early on, with a partial recovery following, due to stronger shipment offers from the source. Business has been unimportant. K/S brands, 12s. 4½d. to 12s. 6d.; in bond, 11s. 4½d.; October-December, 11s. 1½d.; January-March, 11s. 1½d.; January-March, 10s. 10½d. per lb., sellers; Japanese shippers quoting 11s. 4½d. per lb., c.i.f.

**MERCURY.**—A further advance in the shipment quotation for Spanish-Italian is recorded at 57 dollars 50 cents per lb., f.o.b. Continent. Spot, in small lots, is now up to £11 13s. 6d. per bottle, ex store.

**OPIUM.**—Not much business; second-hand offers. Spot, 1s. 4½d. to 1s. 5d. per lb.; shipment, about 1s. 2¾d. per lb., c.i.f., for quantities.

**PEPPER.**—After some fluctuations to lower values the market closes steadier and about level on the week. Lampong, spot, 6½d.; shipment, October-December, 6½d.; January-March, 6½d., c.i.f. Tellicherry, spot, 6½d.; shipment, November-December, 6½s., c.i.f. Aleppy, spot, 6½d.; shipment, November-December, 6½s., c.i.f. White Muntok, spot, 1s. 3½d.; shipment, October-December, 1s. 3d.; January-March, 1s. 3½d. per lb., c.i.f. Closing firm.

**PIMENTO.**—Quiet and unchanged on spot; slightly easier forward. Spot, 2½d. per lb.; shipment, November-December, 22s. per cwt., c.i.f.

**PSYLLIUM SEED.**—French seed is quoted on spot at about 9d. per lb. for small parcels.

**QUILLAJA BARK.**—Supplies of whole bark are available at about £29 per ton, spot.

**RUBBER.**—A substantial decline in values is recorded this week, business restricted. Standard ribbed smoked sheet, spot, 67½d.; November 67½d.; December, 6½d.; January-March, 6½d.; April-June, 6½d.; July-September, 6½d. per lb.

**SAFFRON.**—Fair amount of small business, dealers' prices steady: spot, prime B.P., 53s.; extra B.P., 52s.; super B.P., 50s. 6d. per lb., and less for bulk quantities.

**SARSAPARILLA.**—Market is steady, occasional business on spot. Jamaican, grey, 1s. 7d.; native mixed colours, 1s. 2d. to 1s. 3d. per lb.

**SEEDS.**—ANISE.—Spot, Spanish, 67s. 6d.; Bulgarian, 42s. 6d., duty paid. CARAWAY.—Market quiet, Dutch, spot, 35s. 6d., duty paid; 29s. quoted f.o.b. Holland. CORIANDER.—Very little business passing. Morocco new crop, spot, 14s. 9d., duty paid, and for shipment, 10s. 3d., c.i.f., quoted. Wormy, 13s. 6d., spot. CUMIN.—No Malta on spot; Morocco offering at 57s. 6d., spot, duty paid. FENUGREEK.—Morocco, 13s., spot, duty paid; 10s. 9d. quoted for shipment. MUSTARD.—English, 20s. to 31s., according to quality.

**SENEGA.**—Market is reported to be steadier forward at about 1s. 1½d. per lb., c.i.f. Spot continues dull and irregular at about 1s. 2½d. per lb.

**SENNA.**—Business has been rather quiet, but spot values remain steady. Manufacturing Alexandrian pods are firmer and supplies of good quality on spot are reduced. Recent arrivals have been much smaller than formerly with shippers reporting that present values barely cover cost of production. Alexandrian broken leaf and also siftings are short on spot, and, here again, the low prices obtainable have not tempted shippers to make consignments.

**SQUILL.**—A fair business, with dealers' prices from 22s. 6d. to 30s. per cwt., as to quality and quantity.

**STRAMONIUM.**—Leaves are now quoted on spot from 55s. to 65s. per cwt. as to quality.

**TRAGACANTH.**—Except for a steady demand for the industrial qualities, for which prices have hardened to 90s. to 100s. per cwt., the market has been rather quiet. Druggists' quality is firm from £27 to £28 per cwt.

**VALERIAN ROOT.**—Small inquiry with spot supplies offering at about 60s. per cwt.

**WAX.**—BEES'.—Market continues steady, business fair. Abyssinian, spot, 102s. 6d.; shipment, 91s. per cwt., c.i.f. Benguella, spot, 105s.; in bond, 95s.; shipment, 89s., c.i.f. Conakry, spot, 102s. 6s.; shipment, 88s., c.i.f. Dar-es-Salaam, spot, 105s.; shipment, 97s., c.i.f. Madagascar, spot, 100s.; shipment, 92s. 6d. per cwt., c.i.f. CARNAUBA.—Further advances in values are recorded. Fatty grey, 120s., duty paid; 110s. in bond; alfloat, 103s.; shipment, October-November, 99s.; November-December, 95s.; December-January, 92s. 6d. per cwt., c.i.f. Chalky, grey, 115s., duty paid; shipment, November-December, 87s. 6d., nominal. Primeira is very short on spot and now advanced to 205s., duty paid; 190s. in bond; shipment, January-February, 145s., c.i.f. Mediana, 185s., duty paid; 172s. 6d. in bond; shipment, January-February, 140s. per cwt., c.i.f.

### Essential Oils, etc.

A fair volume of smallish business is reported, with the general level of values steadily maintained. Cananga is firm. Cassia is indicated dearer forward. Geranium is rather easier. Lemongrass has been slack. Patchouli is a strong market on spot. Petitgrain is firmer forward. Japanese peppermint was easier, but has since recovered.

**ALMOND.**—Market has been rather quiet. English-made, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d. Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb. Bitter, s.p.a., genuine French, 9s. per lb.

**ANISE (STAR).**—Market is easier forward and generally quiet. "Red Ship," in leads, 1s. 11d.; in tins, 1s. 9½d.; in drums, 1s. 8d.; shipment, in leads, 1s. 8d.; in tins, 1s. 6½d.; in drums, 1s. 5½d. per lb., c.i.f.

**BAY.**—Some small parcel business; market steady, with 49 to 50 per cent. quoted from 5s. 2d. to 5s. 6d. per lb., as to quantity.

**BERGAMOT.**—The shipment market remains slack, with some cheap offers about, particularly of old oil; new crop, about 5s. 3d. per lb., c.i.f. Spot oil is at anything from about 5s. to 5s. 6d. per lb., as to quantity and source.

**BOIS DE ROSE.**—This market is fully steady and supplies on spot and at source are reported to be limited. Brazilian, spot, 4s. 9d. for small parcels; shipment, 4s. 6d. per lb., c.i.f.

**CAJUPUT.**—Market is quiet. Spot, 2s. 2d. to 2s. 3d.; green, 1s. 9d. to 1s. 11d. per lb., as to quantity.

**CANANGA.**—Continues fully steady on a very short spot market at 10s. 6d. per lb. for small lots; shipment, new crop oil, 8s. 6d. per lb., c.i.f.

**CARAWAY.**—A fair business is reported, with prices quiet steady. Dutch rectified, five cwt., 8s. 6d.; one cwt., 8s. 10d.; smaller parcels, up to 9s. 5d. per lb. Crude, 5d. per lb. less.

**CASSIA.**—The shipment market is indicated dearer in the region of 3s. 7½d. per lb., c.i.f., but offers have been very restricted. On this advance spot would be up to 4s. per lb.

**CEDARWOOD.**—Shipment offers of American are keeping well up at 1s. 2½d., c.i.f., in drums; spot, about 1s. 4½d. per lb., for small parcels. African oil at competitive prices.

**CINNAMON LEAF.**—The spot market is firmer at 2s. 11d. to 3s. per lb. for Ceylon; shipment is unchanged at 2s. 7½d. per lb., c.i.f.

**CITRONELLA.**—Not much business; market quoted unchanged. Ceylon, spot, 1s. 4d. for small lots; shipment, 1s. 0½d. per lb., c.i.f. Java is quoted from 1s. 7d. for drums and smaller packing at 1s. 8d. per lb., spot; shipment is at about 1s. 2½d. to 1s. 3d., c.i.f., as to position, the higher price being for next year.

**CLOVE.**—Market is fully steady, with offers of Madagascar restricted at the source. Spot, 3s. 4d. to 3s. 6d.; shipment, 2s. 5d. per lb., c.i.f., if available. English-made, from 3s. 6d. to 3s. 9d. per lb., and less for bulk quantities.



**EUCALYPTUS.**—A steady business, with values of best-quality oils well maintained. Australian, 70 to 75 per cent., 11½d. to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb., landed. Spanish, 70 to 75 per cent., 1s. 2d. per lb., spot.

**GERANIUM.**—Rather easier conditions are reported in this market. Bourbon, spot, 21s. 9d.; shipment, 19s. per lb., c.i.f. Algerian has also weakened a little, with shipment at 21s. 6d. and spot about 22s. 9d. per lb.

**GINGERGRASS.**—Market remains slack. Spot, 5s. 3d.; shipment, about 5s. per lb., c.i.f.

**HO (SHUI).**—Spot values range from 1s. 9d. to 2s. per lb., as to grade. Moderate amount of small business passing.

**JUNIPER BERRY.**—For genuine best-quality oil the landed price works out about 4s. 9d. to 5s. per lb. There are spot offers from 3s. 6d. upwards.

**LAVENDER.**—The source is moving firmer for the finest parcels of new crop French. A fair business has been done. Finest Mt. Blanc, 38 to 40 per cent., is offered at 24s. 6d., landed; a good standard quality at about 18s.; and other offers are down to 15s. 3d. per lb., landed. Lavandin, new crop, 10s. to 12s. 6d. per lb., landed.

**LEMON.**—Very little interest in the shipment market, with Sicilian hand-pressed irregular in the region of 3s. to 3s. 3d. per lb., c.i.f., as to brand and quantity. Spot oil is anything from 3s. to 3s. 6d. per lb., as to source. Machine-made, 2s. 10d., c.i.f. Californian moves now and again in small lots. Spot, in large drums, 1s. 10½d.; in small drums, 1s. 11½d. per lb.

**LEMONGRASS.**—Market has again been very quiet. Spot, from 3s. 9d. to 3s. 10d.; shipment rather steadier at 3s. 1d. per lb., c.i.f.

**LIME.**—A fair small parcel business, with West Indian distilled quoted at about 21s. 6d. to 22s. per lb., spot.

**MANDARIN.**—Inquiry is slow. Spot values range from 12s. 6d. to 14s. 6d. per lb., as to quality, and less for bulk lots.

**NEROLI.**—Inquiry very limited; market steady. Quoted from 14s. 6d., 16s. 3d., 20s. 6d. and 22s. 6d. per oz., spot, as to quality.

**ORANGE.**—Market is neglected. Sicilian sweet is nominal for shipment. Bitter is steady on short supply on spot at 6s. 3d. to 6s. 6d. per lb. French Guinea oil is rather cheaper, with drum lots at 3s. 1d. and smaller parcels up to 3s. 3d. per lb. Californian is steady; small sales. Spot, one case, 2s. 4½d.; two or more cases, 2s. 4½d. per lb.

**PALMAROSA.**—Market is unchanged. Spot, about 5s. 6d. per lb. for small parcels; shipment is keeping up at about 5s. 3d. per lb., c.i.f.

**PATCHOULI.**—The market continues fully steady. Spot holders of Singapore are quoting from 7s. 6d. per lb., while shippers are asking the same figure, c.i.f.

**PEPPERMINT.**—Early on the market declined sharply, but towards the close values recovered a little on account of better figures quoted by Japanese shippers. Business is quiet. On spot, 4s. 4½d.; shipment, October-December, 4s. 3d.; January-March, 4s. 3d. per lb., c.i.f., Japanese shippers quoting 4s. 4½d. per lb., c.i.f. Thursday morning: Steadier, more inquiry. Spot, 4s. 7d.; O/D, 4s. 4½d.; J/M, 4s. 4½d., c.i.f., sellers. Shippers quoting 4s. 6d., c.i.f. The American natural oil, in drums, is quoted at 3 dollars 50 cents per lb., c.i.f. Market is rather quiet, but an advance in prices is possible within the next two or three weeks.

**PETITGRAIN.**—Owing to the almost entire lack of shipment offers, values are nominal, but a sharp advance is indicated. There were spot offers at 4s. 4d. per lb., but it is doubtful if orders would now be accepted at this figure.

**ROSEMARY.**—Market is fully steady; some inquiry on hand. Spanish, first quality, 1s. 9d.; second quality, 1s. 4½d. per lb., c.i.f.

**SAFROL.**—Some spot business, with supplies still very short. Quoted in the region of 2s. 4d. per lb.; shipment, 1s. 6d. to 1s. 7½d. per lb., c.i.f.

**SANDALWOOD.**—Moderate business; market steady: English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot.

**SPERMINT.**—Market has been rather dull, but is steady. Spot, 9s.; shipment, about 7s. 10½d. per lb., c.i.f.

**SPIKE.**—The shipment market for finest Spanish is very firm and supplies at the source are already running short and quoted firm from 5s. 4½d. per lb., landed. French oil is steady at 7s. 9d. per lb., c.i.f.

**VEIVERT.**—Some small spot business, with prices about 32s.; shipment, steady at 29s. per lb., c.i.f.

**WORMSEED.**—Very steady and tending to advance. Spot, 10s.; shipment, 9s. per lb., c.i.f.

## Industrial Chemicals, etc.

CONVENTION prices for red and white lead are cheaper. Sodium acetate is again slightly cheaper. Oxalic acid is steady and in good demand. Business generally has been up to average, with British makers in a strong position. ACETIC ACID.—A very fair volume of business; values steady: 80 per cent. technical, £38 5s.; 80 per cent. pure, £39 5s. per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £59, in glass demijohns; glacial, in barrels, £45 per ton, carriage paid in U.K. ACETONE, B.G.S.—Market fairly busy at steady prices: £65 to £68 per ton, in drums, carriage paid in U.K.; less for large quantities. AMMONIA (ANHYDROUS).—Home makers doing steady business in limited quantities: 99.95 per cent. material, 1s. to 1s. 2d. per lb., in loaned drums, carriage paid, and less for important contracts. AMMONIUM CHLORIDE. Rather more inquiry, with prices maintained: grey galvanising, £18 per ton, in casks, ex store; slightly less for contracts. ARSENIC.—Cornish is quoted at about £16 per ton, f.o.r. Cornwall: Continental, £16 per ton, c.i.f. London; Japanese at very keen prices in the region of £14 per ton, c.i.f. BLEACHING POWDER.—Makers' prices for home trade steady, with 35 to 37 per cent. chlorine, £8 12s. 6d. per ton, in softwood casks, carriage paid, minimum 4-ton lots. Foreign at competitive prices. BORAX.—Commercial granulated, £14 10s.; crystals, £15 10s.; powdered, £16; extra fine powder, £17; B.P. crystals, £23 10s.; powdered, £24; extra fine, £25 per ton, in free 1-cwt. bags, carriage paid in Great Britain; makers' quoted prices unchanged. BORIC ACID.—Commercial, granulated, £25 10s.; crystals, £26 10s.; powdered, £27 10s.; extra fine, £29 10s.; large flakes, £38; B.P. crystals, £34 10s.; powdered, £35 10s.; extra finely powdered, £37 10s. per ton, for 1-ton lots and upwards, in free 1-cwt. bags, carriage paid in Great Britain; makers' prices unchanged. FORMIC ACID.—Quite a fair demand, with 85 per cent. quoted at £43 10s. per ton, in carboys, ex store. FORMALDEHYDE.—Market is competitive for large quantities. Quoted at about £23 to £24 per ton, for 40 per cent., in casks, ex store; less for big contracts. ISOPROPYL ALCOHOL.—British material is quoted at about £5 12s. per cwt., in drums, ex works. LEAD ACETATE.—Market steadier; business limited: brown, £31 7s. 6d.; white, £34 12s. 6d. per ton, in casks, ex store. LITHOPONE.—A keen market, with British material leading: 30 per cent. red seal, £16 10s. to £17 per ton, ex store. OXALIC ACID.—A fully steady market, with business on a good scale. Quantities at £48 15s. per ton, in casks; smaller quantities about 57s. to 58s. 6d. per cwt., in kegs, ex store. POTASH, CAUSTIC (88 to 92 per cent. solid).—Fair demand; quoted from £35 to £36 10s. per ton, in drums, ex store. POTASSIUM CARBONATE.—Market is dull but about steady: 90 to 92 per cent., £27 10s. to £28 per ton; 96 to 98 per cent., £30 to £30 10s. per ton, in casks, ex store; lower prices for contracts. POTASSIUM CHLORATE.—Rather more inquiry. Ton lots, £36 10s.; smaller parcels, about 4½d. to 5½d. per lb., as to quantity, ex store. POTASSIUM PERMANGANATE.—Market is fully steady at recent advance: commercial quality, in two-cwt. drums, 9½d. to 10d. per lb., ex store. POTASSIUM PRUSSATE.—Prices are unchanged; some small business recorded: yellow, £74 10s. to £77 per ton, as to quantity, ex store. RED LEAD.—Convention prices are down £1 per ton: English, 5-10 cwt., £25; 10 cwt.-1 ton, £24 15s.; 1-2 tons, £24 10s.; 2-5 tons, £24; 5-20 tons, £23 10s.; 20-100 tons, £23; over 100 tons, £22 10s. per ton, less 2½ per cent., carriage paid; non-setting red lead, 10s. per ton dearer in each case; Continental material, £1 per ton cheaper. SAL AMMONIAC.—A better market, with business on a fair scale: dog-tooth crystals, £34 15s.; medium, £31; fine white crystals, £16 to £16 10s. per ton, in casks, ex store; slightly less for contracts. SALTCAKE.—Producers continue to quote at 63s. 6d. per ton, in minimum truck lots, carriage paid. SODA, CAUSTIC.—British makers' home trade prices steady: 70 to 72 per cent., £13 12s.; 76 to 77 per cent., £14 per ton, carriage paid on contracts; spot, 10s. per ton extra. SODA, CRYSTALS (CARBONATE).—The home trade price is £5 5s. per ton, in bags, delivered station. SODIUM ACETATE.—Prices show a further slight reduction, with quantities at £20 15s. per ton, in casks, carriage paid. SODIUM BICARBONATE.—British makers quote refined, in bags, £10 10s. per ton, carriage paid. SODIUM CHLORATE.—Ton lots are quoted at about £32 7s. 6d., ex store; smaller parcels, 4d. to 5d. per lb. SODIUM HYPOSULPHITE.—Market has been quieter: photographic pea crystals, £14 10s. per ton, in 1-cwt. kegs, carriage paid on minimum 2-ton lots; commercial, £10 5s. per ton, in 2-cwt. bags for minimum 2-ton lots, carriage paid. SODIUM PRUSSATE.—Fair demand: quantities, 4½d. per lb.; smaller parcels, 5d. to 6d. per lb., ex store. WHITE LEAD.—Convention prices are £1 per ton cheaper: dry, English, less than 5 tons, £34 10s.; 5-15 tons, £29 10s.; 15-25 tons, £29; 25-50 tons, £28 10s.; 50-200 tons, £28 per ton, less 5 per cent., carriage paid. Continental, £1 per ton cheaper. Ground in oil, English, 1-5 cwt., £44; 5-10 cwt., £42; 10 cwt.-1 ton, £41 10s.; 1-2 tons, £40 10s.; 2-5 tons, £39; 5-15 tons, £36; 15-25 tons, £34 10s.; 25-50 tons, £34; 50-100 tons, £33 10s., less 5 per cent. discount, carriage paid. Continental £2 per ton cheaper.



# Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## Chemistry in the Irish Free State

SIR,—Your correspondent "Calculus" has questioned (*C. & D.*, October 27, p. 533) the accuracy of my statement concerning the time necessary to take out the various courses of the Pharmaceutical Society of Ireland. The majority of night-class students have only three nights available each week, the remaining three being spent on duty in city pharmacies. For these students the minimum time is eighteen months, viz., fifteen months at actual lectures with the summer break of three months which they cannot avoid. Further, he has misunderstood my use of the term "one year" used in connection with day lectures. This refers to the university year which I mentioned earlier in the discussion at the Council meeting.—Faithfully yours,  
Dublin.

T. J. SMITH.

## An Objective for Pharmacy

SIR,—I am greatly interested in your leading article in *THE CHEMIST AND DRUGGIST* of October 27 entitled "An Objective for Pharmacy." I have long felt that the only solution for the position which has been gradually arising in pharmacy for some time past is that we should seek legislation along the lines suggested by me in an address delivered at the Bath Conference [1924], namely, that an effort should be made to get the articles of the B.P. and the B.P.C., with the exception of those used in the arts and crafts, confined to the pharmacist. As you rightly say, recognition is given to the special training extended to various callings where statutory examinations have to be passed, and there is no reason, to my way of thinking, why pharmacy should be regarded in a different manner to these. My strong view is that as soon as the Poisons Board becomes fully operative, it should be the aim of pharmacists generally to work for and secure an Act of Parliament setting up a Pharmacy Board which would have similar powers conferred on it to those possessed by the Poisons Board.

Yours very truly,

PHILIP F. ROWSELL.

Exeter.

SIR,—I have read your editorial article, "An Objective for Pharmacy," and congratulate you on your first-rate advocacy of the common cause. I view with alarm the trend of modern pharmacy, and fear that the only function of the pharmacist will be to retail poisons. We shall have large institutions such as we have in Birmingham, called dispensaries, where prescriptions will be presented no doubt by persons in queues. I am of opinion that the day will come when pharmacist and medico will begin their studies in the same school, college or university, and the former branch off as the dentist does after a certain distance has been travelled. Why should not each be an integral part of the university, with its separate department? I have known many pharmacists who hated the selling of poisons. One I have in mind who sold a pennyworth of white "sippity" powder to a child which resulted in a death and £50 legal expenses. I would scotch the herbalist and hand over the job of selling drugs to the qualified man. When you attack the medico for dispensing his own medicines and supplying trusses, feeding cups, etc., he soon writes to the B.M.A., and the fat is in the fire. I am not so sure this big Poisons List is going to do much good for the pharmacist. Personally I dread having to handle poisons. The patent medicine business should be scrapped and the composition of each medicine should be disclosed. What a revelation there would be! The range of knowledge should include a spot of human nature and a test to decide the customer and his wants. Woman: "I want three-pennyworth of oil of vitriol." "What do you want it for?" "That is my business." "Well, you cannot have it." "Well, if you must

know, it is to drop in my little boy's ears to loosen the wax." He supplied oil of almonds and read the Riot Act in a gentle manner.—Yours faithfully,

F. H. ALCOCK.

Birmingham.

SIR,—Your leader, "An Objective for Pharmacy" (*C. & D.*, October 27, p. 521), is closely reasoned and moderately worded, and I have read and re-read it with interest. The gist of the matter is contained in the following words: "... the pharmacist in this country has been compelled to take up the sale of many articles more or less remotely connected with pharmacy, simply in order to make a living; and in taking up these sidelines he necessarily enters into competition with various other traders." I, for one, have been saying much the same thing in many keys for many years, and I have actually made a few enemies by so doing. In pointing out that we are primarily shopkeepers *malgré nous* my sole object (let me say) has ever been to help, however humbly, to change this state of things and, in your own words, to "give us a status." Now, even if the whole of the dispensing and supply of medicaments in this country were solely in the hands of pharmacists, I doubt if the change would add £10 a year to the bank balance of the average pharmacist. Dispensing by doctors, the supply of therapeutic agents by non-pharmacists, is, I am convinced, but a small fraction of the total; and to give us an absolute monopoly would but faintly ease, without coming anywhere near solving, our problems. Other countries have made the experiment—successfully, as I believe—of strictly limiting the number of pharmacies in existence. Is there any other way of "giving us a status," or of enabling us to be essentially pharmacists in fact instead of merely in name, than by compulsorily limiting the number of pharmacies? Either you must enormously stiffen the conditions of qualification or else you must deliberately limit the number of pharmacies by statute. I consider both alternatives equally impracticable and Utopian. I do not believe that either alternative will ever be put into action—and it is for this reason that the outlook for pharmacy is so black and hopeless. The small shop is slowly and steadily being squeezed out of existence by the large general shop or the chain store. At least half our profits are derived from non-pharmaceutical shopkeeping, and it is this half which is doomed to a gradual extinction. We shall be left with that professional half on which, as nobody appears to doubt, few if any of us at present manage to make a living, or seem ever likely to be able to make a living. Ought we then, in a troubled present and facing so hazardous a future, to fiddle with grandiose schemes for new headquarters? It may be gratifying to know that the Society can think in hundreds of thousands; but there are better uses, in the present crisis, to which so much money could be put than in ornamental buildings. Why not use it as the nucleus of a contributory pension scheme for the benefit of pharmacists at sixty? (Incidentally, retirement at sixty would relieve the pressure of pharmaceutical unemployment.) Perhaps the Council of the Society is not sufficiently in touch with the working pharmacist even to guess at his difficulties or his desires. At the time of our wanting "bread" they offer us stones!

Yours faithfully,

R. CECIL OWEN.

Chester.

## The Hawking of Chemists' Goods

SIR,—I sympathise with your correspondent who writes on "The Hawking of Chemists' Goods" (*C. & D.*, October 27, p. 533), and yet I am afraid that this method of selling will develop as competition becomes keener. Some twenty-five years ago, when I owned a pharmacy in a town with several small villages in the



district, I tried the experiment of going round myself on early closing days to certain of the larger villages and doing my best to get orders, not only for drugs and the usual chemists' goods, but for spectacles as well. I took my trial case and hired for the afternoon a room where appointments could be made. That experiment was not a success, but I am certain that there is business to be done this way, provided that in the doing of it one's brethren are not harmed. The grocer makes weekly calls, and I know that much of the baby food trade is secured by him in this way and often taken from the chemist. The warning issued by the National Pharmaceutical Union is no doubt justified, drawing attention as it does to the harm likely to be caused to the "sitting" pharmacist by an incursion on the part of another pharmacist to what may be regarded as his special domain. There are still, however, many areas right out of the beaten track which may be regarded as pharmaceutical "no man's land"; and I see no reason why a pharmacist who has the opportunity should not try to get a little business in such places. The criterion of such a departure from the normal should be "Am I filching any business from my brother pharmacist?" If not, the experiment is worth making.—Yours etc.,

COUNTRY CHEMIST (30/10).

### Draft Poisons List and Rules

SIR,—In his address in North London (*C. & D.*, October 27, p. 513) Mr. Linstead gave five points dealing with



questions which have been raised in regard to the interpretation of the draft Rules. The first one states that there is nothing in the Rules to prevent substances not in the Poisons List being labelled "Poison." It seems rather anomalous that so much trouble should be taken to devise a list of poisons and to lay down statutory rules controlling their sale and even the style of labels required for various kinds of poisons, and then to allow any other substance to be labelled "Poison" at the discretion of the

individual. On the other hand, there are articles which chemists have been in the habit of labelling "Poison" or "Not to be taken" on red labels owing to the possibility of their being dangerous, and these are not in either the old Schedules or in the new List. For example, camphorated oil is one which has caused a lot of controversy. Again, the name and address of the seller need only be on the outer wrapper, except for a few in the First Schedule. This leaves the position where it was before. There are difficulties due to packing and the medicine stamp if the actual receptacle is to be labelled; but the outer cover is torn off and destroyed, so that the clause defeats its own object in the sense of proving the place of purchase. On the next page (p. 514) Mr. Franklin at Manchester instanced some obviously absurd interpretations of the List, if applied meticulously, but in reply to a member he said that the Act would have to be construed with common sense. This may be so, but there have been some unpleasant surprises for pharmacists in the past. The title of the article on p. 510 is supplemented by two diagrams of the skull and crossbones. To those pharmacists who have had experience on the Continent this will bring back memories of the small square labels bearing this device, which are used instead of the printed poison slips customary in this country. In this connection I enclose a photograph of a curious signpost at Lenzkirch in the Black Forest, pointing the way to the Apotheke and showing the Apotheker using his pestle and mortar with the skull and crossbones beneath.—Yours truly,

SIGNA (30/10).

### Managers as Proprietors

SIR,—"*Emo*" (*C. & D.*, September 29, p. 415) takes up the cudgels on behalf of the manager, whom he considers a far better man than the proprietor of a business. I have had experience in both rôles and I am not sure that I can agree with his opinion entirely. True there are some owners who are content to jog along and just make a living, and there are some managers who seem to think that they are paid merely to be on view. Equally there are some really hard workers in both ranks, because there are still men who feel it their duty to work to the best of their ability whether they be employers or employees. For my own part, so far as the actual amount of work was concerned, I do not think there was much in it; as a manager I was keen to see that the returns were kept up, and if possible increased, that the stock was kept up to date and that the premises were neat and tidy, and I did my best to make sales at good figures in spite of the fact that I received no commission. I consider the salary and commission method of payment is a discreditable one, and one which leads frequently to objectionable sales practices. When I became a proprietor I was naturally just as keen to attend to the same details, with the added incentive that every extra sale went towards building up my connection, and the knowledge that the capital at stake was my own. It is possible that the reason why some small proprietors have a tendency to become slack in their methods is because they have struggled on year after year against adverse conditions. They start in a small way, and just when beginning to make a little profit along comes increased taxation or fresh competition, an epidemic of price cutting, or some outside factor over which they have no control, and in course of time they lose their youthful freshness and enterprise through sheer drudgery, and so long as they manage to pay their way they are content to leave it at that. There is this point: if, as "*Emo*" contends, managers have the private owners beaten to a frazzle for general business methods, buying, dispensing and shop cleanliness, why are they content with being somebody else's servant instead of doing a bit of graft to become their own masters? The first answer would probably be "lack of capital," but the proprietors of to-day were assistants or managers to commence with, and had to find their capital somehow, generally by hard saving. Is it possible that those who remain as managers, in spite of all their other virtues, are lacking in just one characteristic, initiative? Where I do agree with "*Emo*" is in his complaint that advertisers of "situations vacant" advertise under a box number; they may have good reasons for doing so, but I cannot think of any.—Yours faithfully,

AMBO (29/98).

### Kindness to Cutters

SIR,—At the recent Council meeting of the P.A.T.A. (*C. & D.*, October 20, p. 495) reference was made to a report that some retail members had obtained goods from manufacturers on display terms and had supplied them in "smalls" to other retailers at *pro rata* rates. It does not state what kind of retailers had been supplied in this way, but it reads as though they might be others than chemists. When one reads this kind of thing, one is no longer surprised at the number of cut-price shops, nor wonders how they are able to get their supplies. Any such offenders are to be warned that they will be placed on the stop list if they do not cease the practice, but there should be a definite period laid down; it is useless to put a man on the stop list for a week or two and then to take him off again if he promises to be good, the minimum period should be at least twelve months and permanently for a second offence. And this should apply also to any other member, wholesale or retail, who was found to be supplying the blacklisted one. This is a position in which it would be useful to attempt some form of reciprocity between the P.A.T.A. and manufacturers running their own schemes, so that the stop list would apply to all goods with a minimum retail price.

Faithfully yours,

RECIPROS (29/10).



## Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

**F. W. P. (12/88).—HOOSE IN CALVES.**—The following is taken from "Veterinary Counter Practice" (p. 222): The most effectual treatment is intratracheal injection of turpentine with carbolic acid and chloroform, or solution of iodine, viz., iodine 32 grains, potassium iodide 160 grains, water to 3 oz. Thirty minims of this with 45 minims of water is injected once daily for four days, then reduce the proportion of water until 5 or 6 drachms of the strong solution has been used. When injecting, the head of the calf must be held up, and a position half-way between the throat and breast of the calf chosen for insertion of the "business" end of the syringe, which must go clean through the trachea into its lumen, and not merely into it or its lining membrane, for by such imperfect operation abscess subsequently forms, and some young animals have been killed by suffocation. Either of the following is suitable for calves, and may also be employed for lambs if the dose is apportioned to their age and weight. About one-fourth that for a calf, at a rough reckoning, may form a base from which to calculate the dose for lambs.

I		II	
Terebeni	.. 5j.	Acid. carbolic.	.. mxx.
Acid. carbolic.	.. mxx.	Chloroformi	.. ʒss.
Chloroformi	.. mxxx.	Ol. olivæ	.. ʒij.

**V. H. (12/88).—SOLID BRILLIANTINE.**—A combination of paraffins and wax is now chiefly used in the manufacture of cheap solid brilliantines, particularly for export to the Colonies. The following are representative formulas:—

	I	2	3
Paraffin wax	.. 1.0	1.0	1.0
White oil	.. 5.0	7.0	5.0
Petroleum jelly	.. 18.0	9.0	5.0
Carnauba wax	.. —	—	0.16
Lanolin	.. 1.0	—	—

The product is coloured green with oil-soluble chlorophyll, about 1 oz. to 1 cwt., according to requirements. Half white oils and lemon coloured petroleum jelly might be used, but in this case it is advisable to make a few tests with samples. In many cases the darker coloured ingredients do not give a bright leaf green colour with chlorophyll.

**W. H. (25/98).—**The following formulas are representative of the type of toilet creams to which you refer:—

Skin Cream		Muscle Oil	
Beeswax	.. 1.8	Almond oil	.. 60.0
Spermaceti	.. 1.4	Castor oil	.. 60.0
White soft paraffin	.. 1.4	Oil of geranium (African)	0.6
Liquid paraffin	.. 4.6	Oil of camphor (essential)	0.4
Almond oil	.. 1.0	Oil of sassafras	0.2
Borax	.. 0.1		
Water	.. 1.4		
Rose water	.. 0.3		

**H. C. (24/98).—**The plant sent for identification is *Cakile Maritima Scop.*, or "purple sea-rocket," of the natural order Cruciferae. It is found on the shores of Great Britain, extending to the coasts of the Mediterranean, and in the West Indies. In the days of the herbalists, according to Culpeper, the sea-rocket was called "Red Bunny," and was said to be "a martial plant, of a hot nature and bitterish taste, opening and attenuating, good to cleanse the lungs, and of great service in asthma."

**L. S. L. (10/8).—GREEN SULPHUR.**—This is used for dusting on fruit trees to prevent mildew and other forms of fungoid growth. It is a fine powder of black colour, consisting of sulphur as its main component, with large proportions of an iron compound and silica. It does not contain a sulphide decomposable by dilute hydrochloric acid. It is not the "Green Sulphur" described in Thorpe's Dictionary of Applied Chemistry, that is, nearly pure sulphur.

## Legal Queries

**W. J. A. (26/9).—**According to the draft Poisons List yellow phosphorus is included in Part I; consequently the retail sale of a rat poison containing yellow phosphorus would be restricted to registered pharmacists on premises duly registered in accordance with Section 12 of the Pharmacy and Poisons Act, 1933.

**E. F. H. (14/8)** employs a charwoman for two mornings a week and occasionally three. Is she bound to be insured under the National Health and Pensions Insurance Scheme seeing that her wages are less than 10s. a week? [As the woman is working regularly under a contract of service, she must be insured under this scheme.]

**D. M. D. (1/8).—**Section 6 (2) of the Dangerous Drugs (Consolidation) Regulations, 1928, stipulates that: "Every drug or preparation in the actual custody of a person authorised by virtue of this Regulation shall be kept in a locked receptacle which can be opened only by him or by some assistant of his being a pharmacist." That is to say, that the key of the receptacle which contains the drugs and preparations coming within the Dangerous Drugs Acts must be kept by the chemist himself or his qualified assistant.

**E. S. H. (21/7)** is employed by a chemist as an assistant and is engaged wholly in dispensing. Under the Shops Acts, is it permissible for him to return to the shop for an hour's duty during the evening of the early closing day? [So long as you have your half-day off each week on some other day, there is no reason why you should not return to the shop during the evening of the early closing day to perform any duty which the Acts allow, such as dispensing or serving customers with medicines.]

**J. L. (16/11)** was not at work for a period of twenty-two weeks during which he was attending classes in preparation for his qualifying examination. Throughout that time he ceased to pay his contributions for National Health Insurance. He has now been told by his Society that unless he pays the arrears of contributions he will not be qualified to receive full benefits. Must he pay the contributions? [If, as we gather, he was not in employment during the twenty-two weeks he is not bound to pay the contributions, but if he does not do so he will, for a time, lose his right to full benefits under the scheme.]

**J. E. G. (25/9)** employs his daughter as manager of his business at a salary of £4 a week. He also provides her with free board and lodging, which are estimated to be worth £1 a week. Is she liable to be insured under the National Health and Unemployment Insurance schemes? What return should be made for income-tax purposes? [If the board and lodging are agreed to be part of the daughter's salary she is not liable to be insured, because her total remuneration exceeds £250 a year. The board and lodging will, in that event, be regarded as part of her income for taxation purposes.]

## Retrospect of Fifty Years Ago

Reprinted from  
"The Chemist and Druggist," November 15, 1884

### Sir Richard Winfrey's Forecast

The Chemists' Assistants' Association have commenced their eighth session in new quarters. . . . Their new president is Mr. Richard Winfrey, who delivered an inaugural address on October 15. . . . He did not regard the prospects of pharmacy as altogether hopeless. If they consulted their friends in other walks of life they would find the same struggle going on, and the same change coming over the conduct of business. In the smallest country town the draper was forced to pay more attention to the rapid change of fashion, and run greater risk of making bad stock than he used. . . . Parsons without pulpits, lawyers without clients, and even doctors without patients, were of everyday occurrence.



# PASTILLES and LOZENGES for your Winter Trade

Packed in Attractive Tins or in Bulk



**Antiseptic Pastilles**  
in 2 oz. tins 5/6 per doz.  
„ 4 oz. „ 10/6 „ „

## Sore Throat Lozenges

P.A.T.A. Retail Prices      Wholesale Per doz. net

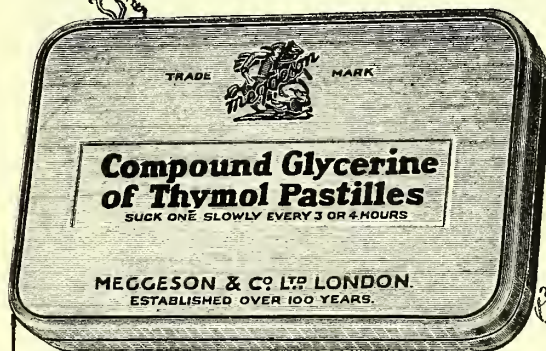
1/-	6/6
1/9	12/6



## MEGGESON & Co. LTD.

### LONDON, S.E.16

Tel.: BERmondsey 1741-1742



**Compound Glycerine of Thymol Pastilles**  
in 2 oz. tins 5/6 per doz.  
„ 4 oz. „ 10/6 „ „

## Glycerine & Blackcurrant Pastilles

in 2 oz. tins 5/6 per doz.  
„ 4 oz. „ 10/6 „ „



MEGGESON QUALITY IS THE RESULT  
OF OVER 130 YEARS' EXPERIENCE



# RELIABLE PREPARATIONS

## CREODYNE

(Duncan)

A palatable preparation of Lacto-Creosote, Codeina, Aconite, &c., specially suited for affections of the respiratory organs—Chronic Bronchitis, Coughs, Catarrh, &c.



## MIST. VALERIAN SEDAT.

(Duncan)

A well-blended preparation of Scotch-grown Valerian in combination with Bromide, Hyoscyamus, &c. Indicated in the treatment of Hysteria or whenever a nerve sedative is required.

In bottles of 4, 8, and 16 fluid ounces.

SAMPLES ON APPLICATION.

## DUNCAN, FLOCKHART & CO.

EDINBURGH and LONDON

104/8 Holyrood Road.

155/7 Farringdon Road, E.C.1.



Stocked by the leading  
Wholesale Houses

Macandrews & Forbes, Ltd., Bush House, London, W.C.2



---

● Let us quote for your  
season's requirements

---

**Extract**  
**of**  
**Ipecac.Liq**  
**B.P**

---

● **Whiffen** and Sons Ltd.  
Fulham, London, S.W.6

---

TELEPHONE: FULHAM 0037 • TELEGRAMS: WHIFFEN LONDON  
INCORPORATING GEORGE ATKINSON & COMPANY • EST. 1654



# ALKALOIDS

FINE CHEMICALS AND OPIUM DERIVATIVES

*Goods  
covered by  
Dangerous Drugs  
Acts offered  
subject to all  
regulations*

Aloin · Atropine · Bismuth Salts · Caffeine · Cantharidin  
Capsicin · Chloroform · Chrysarobin · Codeine · Diamorphine  
Emp. Canth. Liq. · Ephedrine · Ergotin · Eserine · Ethyl-  
morphine · Gingerine · Hyoscyamine · Jalap Resin · Leptandrin  
Morphine · Opium · Podophyllin Resin · Salicin · Santonin  
Scammony Resin · Strychnine · Veratrine and other  
Pharmaceutical Chemicals and Preparations.

## T. & H. SMITH LTD.

25 CHRISTOPHER STREET, LONDON, E.C.2

*Blandfield Works,  
Edinburgh,  
32-34 Virginia St.,  
Glasgow*

## SOLAZZI *The Chemist's Brand* LIQUORICE JUICE

**SOLAZZI JUICE IS GUARANTEED  
TO CONSIST ENTIRELY OF THE  
CONDENSED EXTRACT OF FINEST  
CALABRIAN LICORICE ROOT  
WITHOUT ANY ADMIXTURE WHATEVER**

Should any enquiry as to the composition of SOLAZZI be received from the public, Chemists are asked to emphasise the fact that SOLAZZI is not included in the category of Secret Remedies, and that the accompanying guarantee obtains with every parcel.

### EPSOM SALTS

*Commercial and B.P. Qualities  
also Powdered*

### Glauber's Salt

*Commercial and B.P. Qualities  
and Desiccated*

### Zinc Sulphate

*Commercial and B.P. Qualities*

### Zinc Chloride

*Fused, Granulated and Liquid*

**WILLIAM  
BLYTHE  
& CO., LTD.**

Holland Bank Chemical Works

**MURCH  
LANCASHIRE**

### Hyposulphite of Soda *Pea Crystals*

### Lead Arsenate *Paste and Powder*

### Precipitated Sulphur

### WEED KILLER

*A list of our general Technical  
Chemicals sent on application*





# HYPO

"CURLEW"  
BRAND

PHOTOGRAPHIC HYPO  
is of outstanding purity  
and unvarying quality

*Enquiries should be addressed to*

IMPERIAL CHEMICAL  
INDUSTRIES LIMITED

ROOM 170J  
IMPERIAL CHEMICAL HOUSE, LONDON, S.W.1

C.N.190

C C



# STURGE

## PRECIPITATED CHALK

‘Sturge Standard’ is a recognised term in the Trade. It stands as a guarantee of unvarying purity and physical uniformity.

JOHN & E. STURGE, LTD., WHEELLEY'S LANE, BIRMINGHAM, 15

MANUFACTURERS OF FINE CHEMICALS SINCE 1823

*Paramount*  
Regd.

### HALICUBES

HALIBUT LIVER OIL CUBES CONTAINING ONE MINIM CROOKES' OIL IN EACH

1/- per quarter      10/8 per 4 lb. jar  
**A BEST SELLER**

PARAMOUNT  
FOR  
PERFECT PACKS

■ ■ ■  
PRODIGIOUS  
PROFITS

■ ■ ■  
PHARMACEUTICAL  
POLICY

THE  
PUBLIC  
PREFER  
PARAMOUNT

**PARAMOUNT PRODUCTS LIMITED,  
BRITANNIA HOUSE, BRADFORD**

FINEST QUALITY **CRUDE IODINE** GUARANTEED NOT LESS THAN 99%

EVERY CHEMICAL & INDUSTRIAL USER SHOULD  
APPLY for CURRENT PRICES & CONDITIONS to

**ANTONY GIBBS & SONS**  
22 BISHOPSGATE, LONDON, E.C.2

representing  
CORPORACIÓN de VENTAS de SALITRE y YODO de CHILE  
Successors to  
ASOCIACION de PRODUCTORES de YODO de CHILE



## Pills ★ Tablets ★ Capsules

With our up-to-date Automatic Pill Machines, Rotary Tablet and Capsule Apparatus we can cope with ANY SIZED ORDER

**Keen Prices!      Quality Guaranteed!**

We hold stock of all the principal B.P. & B.P.C. PILLS and N.F. TABLETS and CAPSULES

Write for Samples and Prices to

**HOWARD LLOYD & CO. LTD.**  
Manufacturing Chemists, LEICESTER





# CREAM OF MAGNESIA

Cream of Magnesia (Mistura Magnesii Hydroxidi B.P., U.S.P.X.) consists of Magnesium Hydroxide in a state of almost perfect suspension in pure water. It is prepared by an improved and patented process that ensures an absolutely pure product of regular composition, whilst viscosity can be varied to suit customers' requirements. In addition to its virtues as an antacid, Cream of Magnesia can be used as a mild laxative; it also makes an excellent mouth wash and liquid dentifrice. It is supplied in carboys and

in one gallon bottles. A 12 oz. sample



A bottle will be sent free, on request.

**THE WASHINGTON CHEMICAL CO**  
BRANCH OF TURNER AND NEWALL LIMITED

Washington Station, Co. Durham. Telephone: Low Fell 76035. Telegrams: "Chemical Washington Station."



# FERBER CAPSULES

FERBER CAPSULE No. 290A

## HALIBUT LIVER OIL CAPSULES

Made from standardised oil guaranteed for both potency and stability in Vitamins A and D.

Each Capsule is of equal value to three teaspoonfuls of finest Cod Liver Oil.

Tins each 24 Capsules. 9/- per doz. tins.

FERBER CAPSULE No. 292

## HALIBUT LIVER OIL AND CALCIUM PHOSPHATE CAPSULES

Each containing

HALIBUT LIVER OIL  $2\frac{1}{2}$  Minims  
CALCIUM PHOSPHATE 2 Grains

Equivalent in Vitamin A to one tablespoonful of the finest Cod Liver Oil, with adequate Vitamin D.

For the treatment of Chilblains and circulatory deficiency.

Boxes each 24 Capsules. 9/- per doz. boxes.

FERBER CAPSULE No. 293

## HALIBUT LIVER OIL WITH VIOSTEROL CAPSULES

Standardised to a Vitamin A potency 60 times that of the finest Cod Liver Oil with the addition of Viosterol to increase the Vitamin D content to 250D.

Each Capsule equal to three teaspoonfuls of Cod Liver Oil in Vitamin A.

E.P. 236197. Tins each 25 Capsules. 24/- per doz.

FERBER CAPSULE No. 600

Containing Bland's equal to 2 pills. Arsenical Solution 2 minims. Ext. Nucis Vom.  $\frac{1}{4}$  grain. Phenolphthalein  $\frac{1}{4}$  grain

Packed 100 in decorated tins. 31/- per doz. tins.  
Minimum Retail 5/- per tin.

**ROBERT FERBER LTD.**  
Carlton Works, Asylum Road  
London, S.E. 15

# GIVE 'EM JOCKS!



# JOCKS

## STOP THAT TICKLING

Tickling in the throat—can't stop coughing—wants something—quick relief—here's the very thing—tin of Jocks—only threepence—quick sale—pleased customer—don't forget.



Definitely a line which sells quickly. Retail 3d. a tin. Priced 2/3 per doz. tins in attractive display outer. Ask for sample:

HIRST, BROOKE & HIRST LTD., MFG. CHEMISTS. SHEEPSCAR WORKS, LEEDS.



**E.S.T.P. (MARTINDALE)**

is now being widely  
prescribed for

**ECZEMA AND OTHER SKIN AFFECTIONS**

*It is obtainable only from*

**W. MARTINDALE**

*in the following sales packages :*

2 ozs. 2/6 - 4 ozs. 4/6 - 8 ozs. 7/6

**W. MARTINDALE, Chemist, 12 NEW CAVENDISH STREET, W.1**

To owners of  
**PROPRIETARY  
LINES**

LIQUIDS, TABLETS, PILLS, &c.

Our Factory is equipped with the most modern plant for tablet and other special formula work, and is capable of an exceedingly large output. We manufacture from private formulæ or from customers' own ingredients. We offer expert advice, efficient service, and absolute fidelity to formula, with strict secrecy.

Enquiries from any interested  
Principals invited.

**MENLEY & JAMES, LTD.**

P.O. BOX 12A

**64 Hatton Garden, London, E.C.1**

**5 Good  
Reasons  
for Stocking  
"IODEX"**

BRAND IODINE OINTMENT

- 1** "Iodex" is prescribed daily by many doctors throughout the world.
- 2** Sales are maintained by regular advertising to the medical profession—by direct mail and in the medical press.
- 3** The counter-prescribing possibilities of "Iodex" are enormous. It is excellent treatment for strains, sprains, bruises, burns, cuts, and swollen or painful joints and muscles.
- 4** "Iodex" shows you a good margin of profit.
- 5** It is the only entirely efficient, non-irritating and non-staining iodine ointment. It has no serious rival.



MENLEY & JAMES, LTD.  
64 Hatton Garden, London, E.C.1



**PETROLEUM JELLIES**

WHITE, LEMON, YELLOW, AMBER, RED, GREEN.

**WHITE & COLOURED OILS**

YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

**LIQUID PARAFFIN**COLOURLESS, TASTELESS, ODOURLESS.  
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

*Wholesale Trade only.***STERNS LTD.**

16 FINSBURY SQ., LONDON, E.C.2, ENGLAND

Telephone: NATIONAL 7644 (7 lines)

Telegrams: "CENTUMVIR, PHONE, LONDON."



AN OLD-FASHIONED—BUT REALLY EFFECTIVE  
remedy for **COUGHS, COLDS, IN-  
FLUENZA** and **BRONCHIAL** troubles

**Licoricine**  
ACTS LIKE MAGIC

Prices 10½d., 1s. 3d. and 3s.

**MANDALL & CO. Ltd., 17/23 Stepney Rd., Newcastle-on-Tyne**

TERMS  
10½d. size, 8/6 per doz.  
1/3 " 12/- "  
3/- " 27/- "  
Less 5% dls. on £6 orders.  
Carriage paid on orders of  
£2 and over.

**BURNSIDE'S**  
**AUSTRALIAN EUCALYPTUS OIL**

(Shipped by W. K. BURNSIDE PTY., LTD., 34/36 JEFFCOTT STREET, MELBOURNE)

**ALL B.P. GRADES**

70/75% B.P.  
A specially rectified Oil of  
high and very uniform Quality

Packed in Cases and Drums

STOCKS IN LONDON

All Grades can be relied upon to be Constant in Quality, Odour and Colour

15 PHILPOT LANE  
LONDON, E.C.3

AGENTS FOR U.K.

**WILSON & MANSFIELD, Ltd.****WHOLESALE ONLY**

80/85% B.P.  
Distilled from E. POLYBRACHTEA  
The finest B.P. Oil obtainable

'Phone: ROYAL 4561/3

'Grams: WYFIELD, LONDON



# A BIG EVENT FOR CHEMISTS— BONUS ON 'ASPRO' 5's

'ASPRO' progress continues. Again during the past financial year all sales records have been broken. In no small measure this is due to the support and co-operation given to our publicity by chemists who have made continuous and practical use of our window displays and sales aids. Economic considerations have, in the past, prevented us from giving a bonus on 'ASPRO' 5's. Increased sales, however, have considerably reduced our overheads so we are now happily in a position to satisfy the repeated requests of our chemist friends for a bonus on the Unstamped 'ASPRO' 3d. size. We therefore announce that

**A BONUS OF HALF A DOZEN PACKETS OF  
5's ON EACH HALF-GROSS ORDER IS NOW  
GIVEN ON THE SAME TERMS AS OTHER SIZES.**

This makes the chemists' profit on 5's the same as on 10's. Order your 'ASPRO' now and take advantage of this valuable concession.

Write us for a window display, too, and show it continuously. It will connect you up with our record-breaking advertising campaign and bring customers into your shop just as though you had paid for the advertisements yourself.

## HERE IS OUR CURRENT DISPLAY

**Show it  
Continuously**

**Printed in  
full colours**



**Agents:**  
**GOLLIN & CO. PTY. LTD.**  
(‘Aspro’ Dept.), SLOUGH, Bucks.  
Telephone: SLOUGH 608

‘ASPRO’ consists of the purest Acetylsalicylic Acid that has ever been known to Medical Science, and its claims are based on its superiority.

**Made by ASPRO LTD., Slough, ENGLAND**

No proprietary right is claimed in the method of manufacture or the formula.

**ASPRO**  
REG. TRADE MARK



# Simpkin's

## Chemists' Confections

including the NOW FAMOUS

**HALIBUT LIVER OIL** (Crookes 1,000 B.P. UNITS) **HEXAGONS**

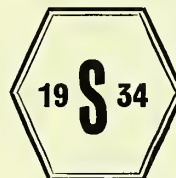
NATIONALLY ADVERTISED including BROADCAST RADIO LUXEMBOURG

NOTE PROGRESS OF EXHIBITION  
SALESRETAIL QUALIFIED CHEMISTS  
ONLY SUPPLIED

5 TIMES



12 TIMES



Works and Head Office:

A. L. Simpkin & Co. Ltd.  
Barley Sugar Works,  
HUNTER ROAD :: SHEFFIELD 6

Depot for the South:

Lion Warehouse, Hop 6707  
51 BELVEDERE ROAD, LONDON, S.E.1

## Tonic Tablets for Winter Profits

SUPER TONIC TABLETS

# IRON-OX

BRAND

Now is the season when more and more people suffer from depressed vitality. If customers need a tonic you can confidently recommend Iron-Ox Tablets — an old established favourite. In new display outer, Iron-Ox Tablets readily sell themselves. A national advertising campaign will be in progress throughout the winter months. The demand will be brisker than ever. Make sure your stocks are adequate to meet it.

Full particulars and details of generous  
bonus trade terms on request.

PHARMACAL LABORATORIES LTD.

64 HATTON GARDEN,  
LONDON, E.C.1

A man by the name of John Cliff,  
Developed a terrible sniff,  
**BESORBON** — said he  
Is the sure cure for me,  
And his sniff disappeared in a  
jiff.

## It will pay you to stock them!

When the public demand goods bearing a specified name the wide-awake retailer prepares to meet that demand and so reap the benefits which follow.

**IGLODINE** has become a household word, and the public, through satisfaction which comes after trial, are demanding **IGLODINE PREPARATIONS**. Are you the retailer who is preparing to meet the demand?

# Iglodine.

The Safe and Sure Antiseptic

Write to-day for full particulars to:

THE IGLODINE CO., LTD. - Newcastle-on-Tyne



# BEECHAM PRODUCTS

It is undoubtedly true that the Beecham Products have attained their present popularity through MERIT. Every Chemist and Druggist should participate in the ever-increasing demand for the daily sellers—

## BEECHAM'S PILLS BEECHAM'S POWDERS BEECHAMS BRAND LUNG SYRUP



They amply repay any selling co-operation extended to them

Beecham Products never become dead stock. There are no losses on them—all damaged stock is replaced free. They are protected under P.A.T.A. regulations, yield fair profits and are the best paying propositions to handle.

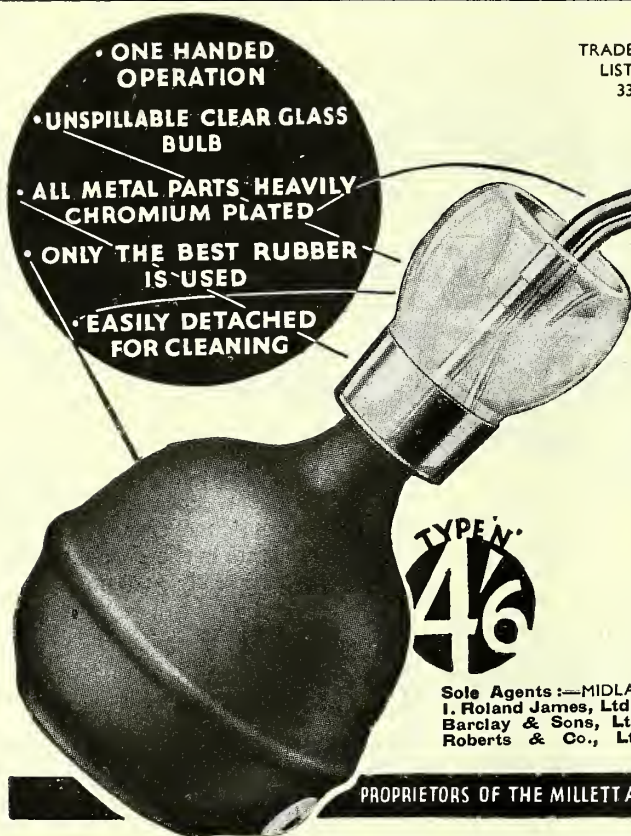
Kindly note that Beechams Brand Lung Syrup can now be obtained in a 2/6 size as well as the 1/3 size and that the 2/6 size contains three times the quantity of the 1/3.

The huge advertisement campaign which appears on behalf of the Beecham Products comprises bold, forceful, compelling advertisements and covers the foremost papers throughout the country. Every day it is helping to sell more and more Beecham Products. House-to-House Distributions augment the press advertising in all districts.

**Stock more — Show more — Sell more**  
**BEECHAM PRODUCTS**

**BEECHAMS PILLS LIMITED,  
ST. HELENS, LANCASHIRE**





- ONE HANDED OPERATION
- UNSPILLABLE CLEAR GLASS BULB
- ALL METAL PARTS HEAVILY CHROMIUM PLATED
- ONLY THE BEST RUBBER IS USED
- EASILY DETACHED FOR CLEANING

TRADE TERMS  
LIST LESS  
33 1/3%

## THE "MILLETT" ATOMISER

We know—old stocks on the shelf—limited demand, and many other arguments against stocking fresh supplies of Atomisers. All true no doubt, but these applied to the old type; highly priced, with obvious disadvantages (awkwardness in use, difficulty of cleaning the container, etc.). But now with the "Millett" it is no longer true. Reasonably priced, it readily commends itself to the Medical Profession and public alike. Why not stock the Atomiser you can sell?

Model "N" (as illustrated) is specially designed for treatment of the nose and throat.

Model "U" is for more general and nasal use, and generously priced at 2/6.

Model "G" specially designed for Gynecological treatment at 7/6.

**Atomisers**  
LIMITED

17/18 GT. PULTENEY ST., LONDON, W.1

Telephone : GERRARD 1054

Sole Agents:—MIDLANDS: Southall Bros. & Barclay, Ltd. SOUTH WALES: I. Roland James, Ltd. SCOTLAND: Munro, McLaren & Sutherland. STOCKISTS: Barclay & Sons, Ltd. Brooks & Warburton, Ltd. Butler & Crispe, May, Roberts & Co., Ltd. Sangers Ltd. Sole Agents:—AUSTRALIA: F. C. Marrington, 84 Pitt Street, Sydney

PROPRIETORS OF THE MILLETT ATOMISER PATENTS, MAKERS OF FINE SPRAYERS & ATOMISERS

# SAPO MOLLIS VIRID B.P.

## FOR PHARMACY & TOILET USE

We are in a specially favourable position to quote. Prices and Samples sent on application. Please state quantity required. Wholesale only.

**BLEASDALE Ltd. MANUFACTURING CHEMISTS YORK**

## URICURE TABLETS

*Greatest of all Rheumatic Remedies*

1/3 SIZE 7/- DOZ. 3/- SIZE 17/6. 5/- SIZE 25/-

THE ACTON PILL & TABLET CO LTD ASH VALE, SURREY



## AZYMA CACHETS

FRENCH, MORSTADT, and the DRY CLOSING SERIES

Special quotations for quantities and for printing

Write for Samples to

CICERO S. CLARK, Sole Agent  
12 RICHMOND ROAD W.2

3/3 per 1,000

ALL SIZES

(Carr. paid on 4,000)

# The Fruits of PUBLICITY

An old and well-established laxative, conservatively advertised on a small scale, has become much more popular in the last few months as a result of a bolder scheme of advertising. The makers of Tamar Indien Grillon and the chemists who sell it are now reaping the fruits of publicity in the shape of a large and constant demand for this superior and effective fruit laxative.

# TAMAR INDIEN GRILLON

All enquiries to: GUYOT-GUENIN & SON (DEPT. CD), 67 SOUTHWARK BRIDGE ROAD, LONDON, S.E.1



# IF WINTER COMES—



# WILL YOU BE READY?

The first cold spell sends thousands upon thousands of Grips customers to the chemists of Britain. Are you ready—are your stocks new and fresh? The steadily increasing popularity of Grips spells profit to you and satisfaction to your customer. National advertising, a fine product and prompt deliveries are features of Grips success in every part of the country. Write now for trade terms.

THOS. CHRISTY & CO., 4-12 Old Swan Lane, London, E.C.4  
Agents to the Wholesale & Retail Chemists' Trade

# 'GRIPS'

Made by Lightbowns Ltd., Accrington



# A

## *fast selling*

## ITEM

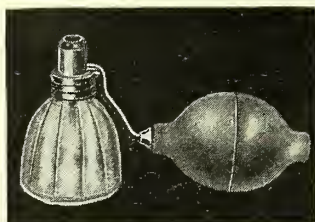
Display Mistol where your customers can see it, and watch it sell. It stops colds. Quickly clears the head and relieves nasal congestion. Also used as a gargle for sore throats.

Doctors everywhere recommend and prescribe Mistol and it is now advertised in National publications. Order Mistol to-day.

(1 doz. 1/3 size Mistol are charged as 11 only, carriage paid. 1 doz. 2/6 size charged as 11 only, carriage paid)

**STEMCO Ltd**  
128 Albert St., Camden Town  
N.W.1

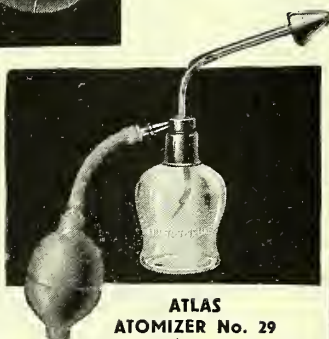


**ATLAS ATOMIZER**

No. 20

Price 30/- per doz.

A compact, durable and dependable nasal atomizer for either oils or aqueous solutions.

**ATLAS ATOMIZER No. 29**

Price 40/- per dozen

Gives a continuous spray with oils or aqueous solutions. Does not drip.

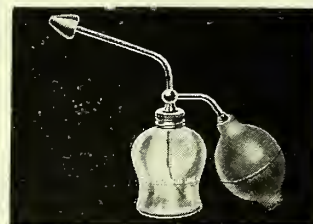
With all their advantages DeVILBISS Atomizers are reasonably priced. They are ABSOLUTELY GUARANTEED and will be repaired or replaced free of charge if found unsatisfactory.

Conspicuously displayed, DeVILBISS Atomizers sell themselves and their use stimulates the sale of solutions used in them.

**DeVILBISS ATOMIZER No. 15**

Price 58/- per dozen

Nose and throat Atomizer for either oils or aqueous solutions. Adjustable tip permits spraying in any direction.

**ATLAS ATOMIZER No. 25**

Price 30/- per dozen

Continuous spray atomizer for either oils or aqueous solutions.

CVS 57

**AEROGRAPH COMPANY LIMITED****43, HOLBORN VIADUCT, LONDON, E.C.1.**

*Sole Distributors of DeVilbiss Products in the United Kingdom.*

**SEASONAL  
PROFIT MAKERS****GLYCERINE, LEMON and HONEY****GLYCERINE, LEMON, HONEY and  
BLACKCURRANT****GINGER WINE ESSENCE**

The contents of one bottle makes 1 gallon of delicious wine.

*Packed lines with a good margin which create repeats*

**Baiss Brothers & Company Ltd.****174/6 Grange Road, S.E.1**

Telephone :  
**BERmondsey 1301**

Telegrams :  
"Ipecac" London

INSTITUTE OF HYGIENE  
INCORPORATED BY  
ROYAL CHARTER



DORSELLA "MILK FOOD"

**ENGLISH DRIED MILK**

*Enquiries are solicited for the following:*

FULL CREAM "DORSELLA" DRIED MILK

HALF CREAM

SEPARATED "PARAGON"

CASUMEN, SOLUBLE MILK

PROTEID

SWEETWHEY, CRYSTALS or

POWDER

KENCREAM FOR PUPPIES

UNITA (Dorsella and Casumen)

DRIED BUTTERMILK

Supplied in Bulk, Tins or Cartons

*Quotations and samples gladly sent on request.*

**PRIDEAUX'S, LTD.,**  
**MOTCOMBE, SHAFTESBURY, DORSET**

*Telephone : Shaftesbury 4*



## Supreme in their class

### AGOCHOLINE

Combination of Magnesium Sulphate and Meat Peptone, used as a cholagogue and cholecysto-kinetic.

### PASSIORINE

Fluid extract of Passiflora Incarnata, circulatory and nerve sedative. A non-toxic preparation.

### OPOCALCIUM

A remineralising agent composed of mineral salts and gland extracts. Recommended for Tuberculosis, Rickets, &c.

### DR. BENGUÉ'S BALSAM

Gives almost instant relief in cases of Rheumatism, Neuralgia, Lumbago, &c.

**Benguie & Co**  
LTD.

24 FITZROY ST., LONDON, W. I.

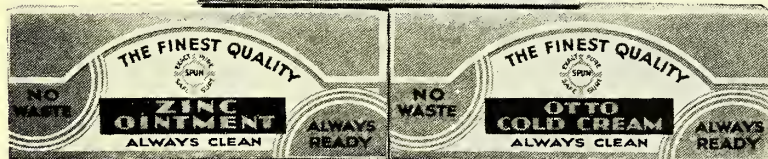


'Phone :  
Museum 1644

'Grams :  
"Anestile, London"

## SPUN OINTMENTS

New Line in Handsome Tubes



Small 18/- per gross  
3 doz. in outer.

Large 30/- per gross  
1 doz. in outer.

*Hygienic and always ready for use.*

### NEW LINE IN PERFUMES

6 GLASS BARRELS IN  
ATTRACTIVE SHOW OUTER  
4/- per Dozen Barrels.

### NEW LINE IN ESSENCES

6 GLASS BARRELS IN  
ATTRACTIVE SHOW OUTER  
5/- per Dozen Barrels.

Telephones : HOP 2422  
2423  
2424  
Telegrams :  
"Ushenspuna, London."

**ROBT. BLACKIE**

Shen Works,  
Tower Bridge Rd.  
London, S.E.1





**Centurion Series**

**6<sup>d</sup>**

**CATARRH PASTILLES** 6<sup>d</sup>

for Catarrh, Hay fever, Cold in Head etc.

**12 DOZEN AT 3/9**

**PASTILLES**

BLACK CURRANT & GLYCERINE PASTILLES  
COMP. GLYCERINE OF THYMOL PASTILLES  
EUCALYPTUS & MENTHOL PASTILLES  
ANTISEPTIC THROAT PASTILLES  
LAXATIVE PASTILLES  
CATARRH PASTILLES

**LOZENGES**

CURIOUSLY STRONG PEPPERMINT LOZENGES  
BROMPTON HOSPITAL COUGH LOZENGES  
BRONCHIAL COUGH LOZENGES  
HEART-SHAPED INDIGESTION TABLETS  
IODISED THROAT LOZENGES

Tastefully decorated tins, in display outs, of one dozen, are available for the following:

**ERNEST JACKSON & CO. LTD. Crediton, Devon**

London Office: Plantain Place, Crosby Row, Borough, S.E.1 — HOP 2668  
TEL. ADD.: JACKSON, CREDITON • TEL. NO.: CREDITON 10.

# LACTOBYL

A biological product containing:—

- (1) BILIARY SALTS
  - (2) INTESTINAL ENZYMES
  - (3) LACTIC FERMENTS which retard putrefaction.
  - (4) ACTIVATED CHARCOAL which absorbs and fixes toxins in the alimentary canal.
  - (5) EXTRACT LAM. FLEX. which hydrates the intestinal content and increases peristalsis.
- which relieve bowel indigestion.



## CONSTIPATION

**CONTINENTAL LABORATORIES, Ltd.**

30 Marsham Street, London, S.W.1

"Taxolabs, Sowest, London."

Victoria 2041.





# BIG BONUS FOR STOCKISTS OF ASPREES BRAND TABLETS

## NATIONAL ADVERTISING in PREPARATION

There's a substantial bonus for every stockist of Asprees Brand Tablets—the increasingly popular medicine for headaches and other pains. National advertising will shortly be in full swing and a big demand is inevitable. See that you get your share. Decide now to stock Asprees Brand Tablets and qualify for the special bonus.

For full details of the scheme write to ASPREES (DISTRIBUTING) CO. LTD., Camomile Chambers, 36 Camomile St., London, E.C.3.  
Telephone: Ave. 6004.



# ASPREES

BRAND TABLETS



# Grace and Beauty

## U.G.B

OPAL  
JARS  
and  
TOILET  
BOTTLES

The  
Perfect  
Pair—

CAP & BOTTLE  
MANUFACTURED  
BY

**UNITED GLASS BOTTLE**  
MANUFACTURERS • LIMITED

40-43 NORFOLK STREET, STRAND,  
LONDON, W.C.2

Cater to feminine appeal — the  
greatest selling force of all —  
through the medium of attractive  
packaging.

U.G.B. specialise in designing and  
manufacturing Opal Glass con-  
tainers, Crystal Perfume and  
Toilet Water Bottles of graceful  
and beautiful appearance. Com-  
plete with moulded KORKALITE  
Screw Caps in attractive colours.

Telephone :  
TEMPLE BAR 6680 (10 lines)

Telegrams :  
"Unglaboman, Estrand, London"





# PHENACETIN

## MONSANTO

♦ ♦ ♦

We shall be pleased to send you samples, and to quote you highly competitive prices upon receipt of your enquiry.

♦ ♦ ♦

There is no need either on price or quality to buy anything but British-made Phenacetin.

♦ ♦ ♦

## PHENACETIN - MONSANTO

IS

### BRITISH MADE

♦ ♦ ♦

## MONSANTO CHEMICALS LIMITED

VICTORIA STATION HOUSE, VICTORIA STREET,  
LONDON, S.W.1

Works: RUABON and SUNDERLAND

Telephone: VICTORIA 1535



**YOUR COUGH SWEET  
FOR THE  
COMING WINTER SEASON**

# ALL FOURS CUBES

which CANNOT be sold by Grocers, Sweet Shops, etc. They should be to the fore in your PHARMACY as their sale is restricted to those who possess the "Known, Admitted and Approved" remedies exemption.

"All Fours" is an inexpensive cough sweet sold in bulk together with attractive two-colour envelopes for packing.

## FREE DISPLAY JAR

is available with all orders of 14 lb. and over, and a plentiful supply of show material is available.

Feature this quick-selling cough sweet this year, and build up big sales as others have done.

7 lbs.	@	1/4	per lb.
14 "	"	1/3	"
28 "	"	1/2	"
56 "	"	1/1	"
112 "	"	1/-	"

**RETAIL 2<sup>D</sup>. PER OZ.**

*Note the large 6d. tin available packed in half-dozen Outers 3/9 per dozen tins.*



# ARTHUR H. COX & CO.

Manufacturing Chemists **Brighton** LTD.



# The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

NOVEMBER 3, 1934

28 ESSEX STREET, LONDON, W.C.2

## ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED** and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS FOR SALE** and **AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**SITUATIONS WANTED**—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)  
**LEGAL NOTICES, TENDERS, AUCTIONS**, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)  
**MISCELLANEOUS (Wholesalers') Section** for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)  
**EXCHANGE COLUMN** (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

**THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2**  
 Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

## CLOSING FOR PRESS

must reach us  
not later than

FIRST POST THURSDAY MORNING

All advertisements intended for  
insertion in this Supplement

## ORRIDGE & CO. 56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone Nos.: CITY 2283 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

- 1.—ESSEX (SUBURBAN).—Middle-class Retail and Dispensing Business in good residential area; returns, under management, about £1,500 per annum, with scope for increase; vendor owns the property and will grant a lease at a reasonable rent; valuation terms entertained.
- 2.—SOUTH LONDON.—Cash Retail Business, with large Panel; Kodak Agency; returns approach £2,000 per annum; net profit £440 per annum; long lease at reasonable rental; price £1,100, or valuation terms entertained.
- 3.—OXFORD CIRCUS (NEAR).—Good-class Business, private Dispensing; returns exceed £2,000 per annum; net profit over £400 per annum; stock and fixtures worth £800 to £850; price £1,275, or valuation terms entertained.
- 4.—VICTORIA.—Middle-class Business, with Kodak Agency and valuable appointment; returns approach £2,300; chartered accountant's figures; price about £1,600, or valuation terms entertained.
- 5.—LEYTONSTONE.—Cash Retail Business, run under management; returns approach £1,600 per annum; very good Panel; net profit to owner over £400 per annum; accountant's figures available; valuable lease; £200 for lease and goodwill, plus stock and fixtures at valuation; total ingoing under £1,000.
- 6.—NORTH LONDON.—Cash Retail Business, with small Optical connection; returns approximately £1,300 per annum; net profit £330; good living accommodation; reasonable rent; long lease; price £900 or near offer.
- 7.—WIMBLEDON (NEAR).—Cash Retail Business, with N.H.I.; established 35 years; returns last year, under management, £1,610; gross profit £600; rent £78; long lease; price £1,100.
- 8.—CAMDEN TOWN.—Cash Retail Business, occupying main-road position; returns, under management, about £30 per week; rental entirely let off; first reasonable offer accepted.
- 9.—NEW CROSS (NEAR).—Cash Drug Store, offering scope for qualified; established 30 years; returns upwards of £15 per week; net profit approximately £5 per week; stock and fixtures worth over £300; price all-at £350.
- 10.—KENTON (NEAR).—Good Middle-class Retail Business; returns £1,400 per annum; excellent living accommodation, with bathroom; private entrance; long lease; price £750 or near offer.
- 11.—NORFOLK.—Good-class Retail Business; established 39 years; returns approach £2,000 per annum; good profits; accountant's figures;

very nice living accommodation; new lease at £100 per annum; price £1,450, or valuation terms entertained.

12.—SUSSEX.—Country Retail Business; returns approach £2,000 per annum; pleasant shop, well fitted and stocked; comfortable living accommodation; bathroom; large garden and garage; price, to include book debts, £1,000.

13.—KENT VILLAGE.—Medium- and good-class Dispensing Business, with Kodak Agency; returns approximately £1,150; net profit nearly £300 per annum; rent and rates only £29 per annum; long lease; price all-at £750.

14.—BIRMINGHAM.—Main-road Cash Retail Business for sale owing to continued ill-health; returns exceed £2,000 per annum; scope; accountant's figures; large double-fronted shop, extremely well fitted and fully stocked; premises can be leased or purchased; offers invited.

15.—GLOUCESTERSHIRE.—Middle-class Retail Business, run under management; returns £1,100 approximately; good profits; there is also a library, which shows over £1 per week profit; double-fronted shop, well fitted and stocked; good living accommodation; well decorated; new lease; price of business £950.

16.—CARMARTHEN.—Pharmacy, with Wines and Spirits, etc.; returns 1933 approached £3,300; living accommodation; vendor owns portion of property; an immediate sale is desired, and the vendor is willing to any reasonable arrangement to suit a purchaser; further details to genuine applicants.

17.—EASTERN COUNTIES (SMALL MARKET TOWN).—General Retail Business, with optical connection; rapidly increasing turnover; present rate £23 per week, under management; large new modern shop, well fitted and stocked; living accommodation over premises; rent £62 per annum; lease with option; price all-at £750; genuine reason for disposal.

18.—WESTCLIFF (NEAR).—Good-class Family Retail and Dispensing Business, situate in commanding position; increasing turnover, present rate being about £27 per week; good profits; double-fronted shop, well fitted and fully stocked; modern living accommodation; price all-at £850; vendor informs us that the business offers scope with the introduction of extra capital.

19.—BURY (NEAR).—Middle-class Retail Business, with Kodak Agency and Wine Licence; returns over £1,500 per annum, under management; stock and fixtures worth about £500; rent under 15s. per week; price £500 or near offer.

## Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.



# Ernest J. George & Co. Bank Chambers, 329 High Holborn, London, W.C.1

Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for disposal

15 Bridge Street, Walsall

Telephone : Walsall 3774

## VALUATIONS FOR ALL PURPOSES AT ECONOMICAL RATES.

(C1) YORKSHIRE (WEST RIDING).—Attractive main road corner pharmacy, with abundant scope for extension; present turnover approx. £2,400 per annum; net rent £198; lock-up shop; price £950 or near offer.

(C2) LIVERPOOL.—Old-established middle-class business, which has been neglected for some time past; net profit for last financial year, as per accountant's figures, £339; rent £58 per annum, less sub-let £39; low purchase price for quick sale.

(C3) BIRMINGHAM.—Recently established up-to-date pharmacy, with living accommodation, and excellent scope for development; present returns approximately £14 per week (should quickly increase to at least £25); price to cover value of stock and fixtures only (approximately £450).

(C4) BRISTON.—Established family and dispensing business, with no near opposition; can easily be run single-handed; small house above; excellent scope for increase; low purchase price.

(C5) SHEFFIELD (NEAR).—Cash business, with large N.H.I.; turnover approximately £1,000 per annum; excellent scope for increase; good living accommodation; no opposition; low purchase price.

(C6) KENT.—Village pharmacy, with spacious flat above; turnover for 1933-34, £1,147; net profit £290; rent £65; no opposition; price £750, including stock approximately £400.

(C7) NORFOLK.—Old-established retail business situated in congenial market town; turnover approximately £2,000 per annum; rent £80, including good living accommodation; price about £1,150; special circumstances necessitate an immediate sale, and the offer is an exceptional one.

(C8) LEICESTER.—Good profit-earning business, situated in middle working class area; turnover for 1933, £1,133; gross profit £640; reasonable rental; living accommodation; price £750 or offer.

(C9) EALING (NEAR).—Established middle- and working-class business, situated on busy main road; net profit to owner-proprietor, £450-£500 per annum; rent more than covered by income from sub-letting; price £1,150, including stock £500; exceptional opportunity to acquire particularly good profit-earning business.

(C10) KENT (SEASIDE RESORT).—Good profit-earning business with living accommodation; turnover approximately £1,200 per annum; net profit £375; reasonable rental; certified figures available; price £725 or offer, including stock £350.

(C11) BOURNEMOUTH.—Elegantly fitted, and very attractive main road business, with definite scope for increase; good living accommodation; present turnover approximately £1,150 per annum; price £900 all-at, representing less than the value of stock and fixtures; early enquiry advised.

(C12) UXBRIDGE (NEAR).—Exceptional opportunity to purchase good suburban business, with particularly attractive future prospects; present returns approximately £1,000 per annum; the neighbourhood is bound to extend considerably in the near future, and there is no opposition; good living accommodation; price £600 or offer.

(C13) WARWICKSHIRE.—Middle-class retail and dispensing business, with living accommodation, situated in charming country town; present returns approximately £1,200 per annum; excellent scope for further development; rent £52; price £700 or offer.

(C14) CROYDON (NEAR).—Rapidly developing middle-class suburban business, with good modern house attached; present returns upwards of £30 per week; freehold can be purchased at reasonable figure, and existing mortgage taken over if desired; capital requirements approximately £1,250.

(C15) ROMFORD (NEAR).—Attractive double-fronted main road business, with living accommodation; net profit for last financial year, £571; rent £50; excellent scope for further development; price £1,625 or at valuation.

(C16) LONDON, N.—Attractive main road corner pharmacy, with sub-post office, and good living accommodation; present returns approximately £20 per week, exclusive of P.O. salary; no near opposition; and abundant scope for extensive development; price £600 or near offer; early sale desired, owing to ill-health.

(C17) SURREY.—Up-to-date pharmacy, with good flat above, situated in growing middle-class suburban district; present returns approximately £1,800 per annum; net profit about £400; price £1,100 or near offer.

(C18) BIRMINGHAM.—Good-class modern pharmacy, with excellent house above, containing all up-to-date conveniences; turnover for last financial year £1,791; net profit approximately £400; rent £105; business easily conducted; price £1,250, or offer.

(C19) LEEDS.—Good profit-earning business, situated in working-class area; turnover for last financial year £1,860; audited figures available; rent £70, including living accommodation; excellent scope under personal proprietorship; price about £800.

(C20) WOOD GREEN (NEAR).—Old-established good-class retail business, situated in prominent shopping thoroughfare; present returns approximately £1,900 per annum, with excellent scope for substantial increase; rent £120, including good living accommodation; owner retiring; price about £1,500, but near offers will be considered; well recommended.

(C21) SUFFOLK.—Unopposed business, with living accommodation; situated near to popular seaside resort; average turnover approximately £1,150 per annum; net profit about £350; reasonable rental and purchase price.

## BERDOE & FISH

CHEMISTS' VALUERS AND TRANSFER AGENTS,

41 Argyle Square, KING'S CROSS, W.C.1

(One minute from St. Pancras and King's Cross Stations.)

1.—SOUTH COAST.—Light Family Retail and Dispensing; in pleasant seaside resort; returns exceed £2,000, not season trade; attractive pharmacy; well stocked; price £1,650 or offer.

2.—SURREY (few miles out).—Genuine Light Retail Business; no N.H.I.; returns over £1,100; good profits; low rent; no near opposition; owner retiring; price £400, plus stock at valuation, in all about £650.

3.—ESSEX COAST.—Good Middle-class Business; in very best position; returns exceed £2,600; gross profit £833; scope for increase; attractive corner pharmacy; heavily stocked; genuine reasons for selling; price £1,600, little more than valuation.

4.—WEST OF ENGLAND.—Light Cash Retail; in popular seaside resort; returns about £950, increasing; net profit £240; net rent £45; 14 years' lease; stock worth £320; good fittings; price for quick sale £400.

5.—CHESHIRE.—Country Drug Stores; mixed trade, with some Optics; returns £730, plus about £100 Optics; low rent; lock-up shop; stock worth £200; owner retiring; price all at £300.

6.—WESTCLIFF-ON-SEA.—Sound Progressive Cash Business; present returns £27 weekly; not season trade; steadily increasing; corner position; good flat over; moderate rent; price £800, or £550, stock at valuation; recommended.

7.—KENT (14 miles out).—Unopposed Village Business; pleasantly situated; returns £1,150, net profit £290; stock and fixtures worth approximately £600; price £750.

8.—MANCHESTER.—Light Cash Retail, in rapidly growing district; present returns £20 to £22 weekly; has been neglected; good chance for smart proprietor; low rent; owner, coming South, will accept first reasonable offer for quick sale.

9.—LONDON, S.W.—Good-class General Retail; only small Panel; turnover exceeds £2,250; stands to do easily £3,000; splendid main-road position; commanding shop; fully stocked; price £1,400 or offer.

10.—WEST END.—Old-established Business, entirely under management; easy hours; returns £60 to £70 weekly; large pharmacy, well fitted and excellent stock; price £1,850, little more than valuation of stock and fixtures.

11.—NORTH LONDON.—Good Middle-class Cash Business, in good position with exceptional potentialities under smart proprietor; very attractive pharmacy; ultra-modern front and every convenience; low rent, long lease; price £650, plus stock at valuation.

Estab. 1870.

Telephone : Terminus 3574.

## THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS, Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL.

PARKIN S. BOOTH, Valuer. Tels.: CITY 3691 (4 lines).

VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS. Enquiries Invited.

## S. F. CLARK, F.N.A.A. 'Phone: Prospect 3366

CHEMISTS' VALUER & TRANSFER AGENT 34 Marksbury Avenue, Richmond, Surrey

Personal and confidential service, available to every retail pharmacist in the British Isles, in respect of BUSINESS TRANSFER, VALUATIONS, PARTNERSHIPS, COMPANY FLOTATION, and MORTGAGE requirements.

Uninterruptedly associated with pharmacy since 1896.

## JOHN BRIERLEY, F.N.A.A.

THE RECOGNISED CHEMISTS' VALUER & TRANSFER AGENT.

135 Queen Street, Newton Heath, MANCHESTER.

Having recently disposed of several sound concerns I urgently require more (anywhere) showing good returns, genuine cash buyers waiting.

"Expert Service." "Personal Attention." (Tel.: Failsforth 1913)

## THOS. TOMLINSON & SON

CHEMISTS' VALUERS & TRANSFER SPECIALISTS

46 VICTORIA STREET, MANCHESTER 3

85 YEARS' REPUTATION BEHIND EVERY DEAL

SPECIAL TERMS FOR STOCKTAKING.

'Phone : MARPLE 332.

'Grams : "TOMTOM" M/C.



## BUSINESSES FOR DISPOSAL.

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra)

**COVENTRY (near).**—Chemist's Business for Sale; fine position; can do remarkably well; excellent living accommodation; situate between two Doctors; rent £1 week and rates; price £750 inclusive. Chas. B. Odell & Co., 53 Hertford Street, Coventry.

**LAKE DISTRICT.**—Old-established good-class Family and General Retail Business; full Wine Licence, N.H.I., Photographic, &c.; steady all-the-year trade; freehold shop, house, store for sale owing to death; opportunity for energetic man; confidential details to prospective purchasers enclosing banker's reference. 205/31, Office of this Paper.

**LONDON, E.**—Genuine Bargain; old-established busy main-road Chemist Business; low expenses; long lease; returns £1,000 plus N.H.I., over 5,000 scripts per annum; scope for increase; owner purchasing larger business; sacrifice for quick sale, £250, for goodwill, lease and fixtures; stock optional. 205/11, Office of this Paper.

**LONDON, N.**—Established 1890; Drug and Photographic Stores; Kodak Depot; splendid opening N.H.I.; good Prescribing and living accommodation; net profits approaching £300; stock, &c., mutual valuation; freehold property; £800; open to offers for quick sale; genuine buyers only. 206/6, Office of this Paper.

**LONDON, N.E.** (owing to death).—Old-established Business, with leasehold premises, for disposal, about 33 years unexpired; low ground rent; commanding position in one of the best main roads; additional entrance at rear; Kodak Agency; excellent N.H.I.; spacious living and storage accommodation. Particulars from Messrs. Norris & Martin, 96 Gray's Inn Road, W.C.1, Solicitors to Executors.

**MANCHESTER SUBURB.**—Busy main road; Established Business; growing district; modern energetic methods would soon double; opening for Optics; good house; lease; reasonable rent; low rates; stock and fittings about £500; any reasonable offer considered; average net profits over £350. 204/1, Office of this Paper.

**NEAR CHESTER.**—Exceptional opportunity for a young Qualified Lady or Gentleman desirous of acquiring a small but genuine Country Business, with audited accounts showing average net profit of £277 for last 3 years; no goodwill asked; stock and fittings £345, which will be accepted for quick sale; further details only to genuine enquirers sending financial reference. 251/102, Office of this Paper.

**SOUTHPORT.**—Great opportunity for Chemist, lock-up Pharmacy, modern oak; fixtures established 18 years; present hands 5 years; average turnover last 3 years £1,625 per annum; good-class business on main thoroughfare; Kodak Agency; net profits £6 to £7 per week; Qualified owner would vastly increase turnover; must sell quickly to first deposit at £750 (or at valuation of stock and fixtures, &c.); sound reason for disposal. 251/999, Office of this Paper.

**SWANSEA (near).**—Sound Old-established Business for disposal; good working-class district; house attached; numerous well-known proprietaries, very profitable; huge D. & P.; spacious premises; low rental and overheads; excellent opening for Optician; accountant's figures; profits exceed £300; good stock £350, fixtures £150; price £650 or nearest offer. Further particulars from 204/4, Office of this Paper.

**FAMILY and Dispensing Chemist's Business** in new district near Bournemouth; trade £1,000 per annum, increasing; audited accounts; modern double-fronted shop and accommodation. Full particulars of Sole Agents, Martins, 7 Queen Street, Exeter.

**PHARMACY** in Lancashire Seaside Resort for Sale; average cash turnover for the last three years £1,926; full Wine and Spirit Licence, Kodak Agency; premises held on satisfactory lease; price £500 for fixtures and goodwill; stock at valuation. 204/9, Office of this Paper.

**YOUNG Married Pharmacist** with small capital could meet with exceptional opportunity of acquiring old-established Business on bargain terms; good house; corner position; rent and expenses small; profits from Light Retail alone £250 to £300 per annum; scope for addition of N.H.I., Photography, &c.; should be seen; value about £550; offers considered; Hull; owner retiring. 205/10, Office of this Paper.

## BUSINESSES WANTED.

**GOOD-CLASS Chemist Business** required; with turnover £3,000 to £5,000; with or without Optical Department; full particulars (which will be treated in strict confidence) are invited from private pharmacists contemplating retirement. Reply 202/5, Office of this Paper.

**REQUIRED immediately**, three sound Businesses (any area), each with a net profit of £500/£1,500 per annum; good prices will be paid and negotiations can be entered into immediately; bankers' reference if required. 251/998, Office of this Paper.

**SOUTH PREFERRED.**—Private Chemist requires First-class Business showing net profit of at least £500, more preferred; must bear strictest investigation; give fullest particulars possible in first letter; strictest confidence will be observed. 204/10, Office of this Paper.

**WELL-ESTABLISHED Business** required, with substantial turnover, in good business or residential district; full particulars (which will be treated in strict confidence) are invited from private pharmacists contemplating retiring or disposing of their business. Apply John Unwin, Chartered Accountant, Westminster Bank Chambers, Oswestry, Shropshire.

## PREMISES WANTED.

### EQUIPPED FACTORY REQUIRED

Wanted to rent for few months completely equipped tableting factory in or near London, must possess mixing, tableting and polishing machines together with drying room, sufficient for large output—would consider sharing factory. Reply setting out full particulars and terms.

250/992, OFFICE OF THIS PAPER

## PREMISES FOR SALE.

**HUTTON (near Brentwood, Essex).**—£1,425; Freehold Shop; detached brick garage; self-contained flat over shop; accommodation: ground floor, shop 21 ft. by 17 ft. 6 in., parlour 12 ft. by 10 ft., living room 14 ft. by 10 ft.; scullery; private entrance to flat above; 2 bedrooms, 1 sitting-room, 1 kitchen, bathroom (lavatory basin), Wizard boiler, balcony stairs back entrance; main-road position; shop front fitted; new shopping area; only two available; Chemist required; population about 1,500, developing very rapidly; good mortgage arranged if required. Apply the Estate Developers, Messrs. Sun Ray Home, Ltd., Hutton Garden Estate, Southend Main Road, Hutton, near Brentwood, Essex.

**FOR SALE OR TO LET ON LEASE.**—Dwelling House; can be easily converted into shop; fine corner position; middle-class district; near several doctors; good opening N.H.I. and Optics; suit young energetic chemist. Apply Owner, 89 Greengate Street, Oldham, Lancs.

**1,000 WOMEN ON THE DOORSTEP**, 2,000 Customers in 350 houses (average price £1,000 each) within half-a-mile; a new arrival every week. Excellent opportunity for Chemist to serve this virgin market; new shops, with sunshine roofs, just completed; on main road; motorists' car park provided; 7 miles from Bradford, 9 from Leeds. Tranmere Park, Guiseley. Each Shop dual entrance, customers may go direct to ground or first floor—the latter may be turned into self-contained flat. Electric sign on fascia. Rates 12s. 6d.—all services. Shop and house about £1,000. Apply J. Prior & Son, Tranmere Park, Guiseley, near Leeds.

## PREMISES TO LET.

**GLOUCESTERSHIRE.**—New double-fronted Shop, just completed, in central position main road of industrial town, population 5,000 (growing), on main G.W.R. and bus routes; splendid scope for Chemist with Optics; excellent living accommodation; long garden, with private road at rear. Further particulars apply 205/44, Office of this Paper.

**SOUTHBOURNE, BOURNEMOUTH.**—Attractive and spacious lock-up shop to let on lease in centre of new shopping thoroughfare; splendid opening for High-Class Chemist; rent £78 per annum; self-contained flat over available if required. Full particulars from Rumsey & Rumsey, Estate Agents, Southbourne, Bournemouth.

**SUITABLE** for Chemist, Purley Oaks, Sanderstead, lock-up Shops; frontage about 32 ft.; rent £80 per annum. Dickens, 4 George Street, Croydon.

## PARTNERSHIPS.

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra)

**PHARMACEUTICAL BUSINESS.**—Expert with capital desires participation in existing Pharmaceutical or Similar Business. Please write to Box Z.B. 3570, Beam Advertising Service, Ltd., 3 Fleet Lane, London, E.C.4.

**PHARMACIST**, married, wishes to obtain position as Manager or Partner with view to succession. 205/9, Office of this Paper.



## SALES BY AUCTION.

*Under Distress for Rent.*

WADDING MILLS, POWER ROAD,  
GUNNERSBURY, W.4.

**MESSRS. FRYER, COOPER & CO.**

WILL SELL BY AUCTION on the premises, as above,  
on TUESDAY, NOVEMBER 6, at 1 p.m.,  
THE STOCK AND PLANT OF A  
SURGICAL DRESSING MANUFACTURER.

Cellulose Paper, Wadding "Comfex" and other Towels,  
Cotton Wool, Safety Pins, Apothecary Scales, together  
with the nearly new

OFFICE FURNITURE,

Roll-top and Pedestal Desks, Retail Cabinets, Chairs,  
Typists' Tables, Time-Recording Clock, Electric Motor,  
Drying Oven, Weighing Machine, &c.

On view day prior and morning of sale.

Catalogues of the Auctioneers, 3 Redcross Street, E.C.1.

## BUSINESS OPPORTUNITIES.

**F**ACTORY, East London Suburb, efficiently equipped for pro-  
duction of Pastilles, Lozenges, Medicated Confectionery, for  
disposal; moderate rent; goodwill and formulas would be included  
or treated for separately; of interest to provincial firms requiring  
London distribution. Reply to P.C.B. 140/3, Office of this  
Paper.

## AGENCIES.

**E**XCLUSIVE Agencies offered for a new Skin Cream for Toilet  
and other uses; retails at 1s. per jar; suitable for highest-  
class business; satisfactory terms. Write Monomark, BCM/Pazalene,  
High Holborn, London, W.C.1.

**T**O those interested in Marketing through the influence of the  
Medical Profession. Advertisers, who established the Sales  
of Preparations (now household names), are open to introduce  
Therapeutic Products. A system built upon lengthy experience of  
this specialised and difficult business enables results to be obtained  
at minimum costs; only products of Reputable Firms will be con-  
sidered. Write "Medicals," 178/5, Office of this Paper.

**W**ANTED.—Agents (part expenses and commission) or Travellers  
(salary and commission) to sell Sor-Tox Rat (and Mice) Poison;  
attractive terms to Retailers, with Handbills, Showcards and  
Counter Display Boxes; London and many districts open. Also  
want Export Agents. Adan, Manufacturing Chemist, 60 George  
Street, Aberdeen.

## APPRENTICES.

**M**R. W. E. MASON, Pharmacist, 89 Acre Lane, Brixton, has  
now a vacancy for an Apprentice, preferably one who has  
Part I; an excellent Dispensing experience will be guaranteed.

## SITUATIONS OPEN.

### RETAIL (HOME).

6s. for 40 words or less; 6d. for every additional 10 words  
or less, prepaid. (Box No., 1s. extra.)

**L**ONDON, N.W.—Qualified (about 30), for immediate vacancy;  
used to working-class district; good Counterman and quick  
Dispenser, Window-dresser. Full particulars, salary, &c., 205/55,  
Office of this Paper.

**L**ONDON, S.W.—Required, experienced Assistant, Unqualified,  
male, of gentlemanly appearance, age about 25, for high-  
class business in West End district; hours of work 8.45 a.m. to  
6 p.m.; Saturdays until 1. Write, stating full particulars,  
Box 835, Sells Advertising Offices, Fleet Street, E.C.4.

**M**ANCHESTER.—Qualified Experienced Manager for branch shop  
wanted; must possess initiative and be able to build up busi-  
ness; good Window-dresser and accustomed to middle-class trade.  
Write, stating age, height, experience, salary required, photo if  
possible, to 200/6, Office of this Paper.

**M**ANCHESTER (near).—Wanted immediately, Registered Chemist  
(Male) for suburban shop; age immaterial; small salary to  
commence, increasing; permanency. Slack, 22 Hartington Road,  
Chorlton-c-Hardy, Manchester (state experience by post only).

**S**OUTH WALES.—Wanted, trustworthy Qualified Managing  
Assistant, with good knowledge of Optics; must have a pleas-  
ing personality. Apply, giving full particulars and salary required,  
to F. Melville Thomas, Chemist, Neath.

**S**TAFFORDSHIRE.—Superintendent required; Lady or Gentleman;  
easy and congenial post; working-class district; short hours;  
moderate salary only can be paid; please state all particulars in  
first letter. 204/15, Office of this Paper.

**A**N Unqualified Junior (20-24), male; must be smart Salesman  
and quick Counterman; references recent and unquestion-  
able. Full particulars, wages and experience, to 205/41, Office of  
this Paper.

**A**SSISTANT Dispenser (Female) wanted at the London Road  
Institution, near Newcastle, Staffs. Candidates must possess  
the Apothecaries Hall Certificate and preferably have had some  
experience in Hospital Dispensing. Salary £75 per annum, rising  
by annual increments of £7 10s. to £105 (plus overalls). Applica-  
tions in candidate's own handwriting, stating age, qualifications and  
experience, with copies of not more than three recent testimonials,  
to be delivered to E. B. Sharpley, Town Clerk, Public Assistance  
Offices, Kingsway, Stoke-on-Trent, not later than first post on  
Saturday, November 10.

**B**RANCH MANAGEMENT.—Lady or Gentleman; immediate  
opportunity for young Qualified Chemist investing approxi-  
mately £200 to establish new business by Christmas; progressive  
salary; fair share nett profits; sound proposition; should appeal  
to M.P.S. having insufficient capital to open privately yet wanting  
to "get on"; London suburb. 205/24, Office of this Paper.

**I**MMEDIATELY.—Qualified Junior, either sex, for East London;  
quick Dispenser; permanent progressive post; must invest  
small sum in private limited company; also Qualified Manager  
(Chemist-Optician) for Lancs seaside; light duties. 206/13, Office  
of this Paper.

**L**ADY Assistant, Unqualified; required; Dispensing and Light  
Retail. Apply, giving full particulars, to A. Hall, M.P.S.,  
252 Cheam Common Road, Worcester Park, Surrey.

**L**OCUM.—Young Lady required to take charge of Drug Stores;  
capable Counter Hand and Window-dresser; no Dispensing.  
Reply, stating experience and salary required, to The United  
Medicine Co., 111 Leavesden Road, Watford, Herts.

**Q**UALIFIED Assistant, male, for First-class Light Retail and  
Dispensing; about November 26; no N.H.I.; permanency if  
suitable; state age, height and full particulars of experience, also  
salary required; enclose photo if possible. Donald McKinnell, Ltd.,  
Ltd., Pharmacists, Northampton.

**Q**UALIFIED ASSISTANT (male; under 40) wanted; must be an  
accurate Dispenser and accustomed to quick Counter trade.  
Apply, stating age, experience, salary required, to Head Office,  
Wm. Fox & Sons, Ltd., 109, 111, 113 Bethnal Green Road,  
London, E.2 (10 minutes from Liverpool Street).

**Q**UALIFIED Assistant required, male, young; accustomed to  
working-class trade. Write full particulars to Glasstone, 454  
Lodge Avenue, Dagenham, Essex.

**Q**UALIFIED Assistant (25 to 35); must be energetic business  
builder of good address; salary, with good bonus, for increased  
turnover; good Window-dresser and knowledge of Suburban (S.W.)  
Family Retail Business; state if married, height, salary required  
and experience; must be resident in London area; applications not  
answered in due course respectively declined. 205/32, Office of  
this Paper.

**Q**UALIFIED Chemist-Optician, must be a good Dispenser;  
Southerner and not over 25. Apply by letter only, stating  
full particulars as to experience, references and salary. Long  
& Strickland, 21 High Street, Bognor Regis.

**Q**UALIFIED Lady Assistant wanted to manage small Branch  
Pharmacy. Apply by letter, Phillips & Son, Ltd., 48 Wall-  
gate, Wigan.

**Q**UALIFIED Manager required immediately for branch at Dagen-  
ham. Apply 205/25, Office of this Paper.

**U**NQUALIFIED Lady Assistant of good appearance; must have  
sound knowledge of Dispensing and also Counter experience.  
Apply, with full particulars and salary required, also enclose photo,  
H. Holland, Aldwick Road, Bognor.

## PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this  
section applicants are strongly advised not to  
send (unless specially requested) ORIGINAL  
TESTIMONIALS or VALUABLE PHOTO-  
GRAPHS. As can be readily understood,  
when an advertiser receives from 100 to  
150 replies the task of returning photographs,  
testimonials, &c., is one of some difficulty.



**UNQUALIFIED** Man wanted (about 26); first class experience essential; must be a neat and accurate Dispenser; Agriculture, Photography; applications not answered in 5 days respectfully declined; state full particulars age, height, experience, salary required (outdoors), references and photo if convenient. Gwillim, Chemist, Brecon.

**WANTED.**—Qualified Assistant; good Salesman and Dispenser; capable of taking charge if required. Write, stating full particulars and salary required, to 251/996, Office of this Paper.

### WHOLESALE.

## BOB MARTIN LTD.

Dog Medicine manufacturers, Southport, have vacancy for a representative in the London area. Applicants should be under 35 years of age and must have first-class selling experience in London. Write with full particulars of age, experience and salary required.

## TABLET MAKERS WANTED

Wanted one or two first class men experienced in tablet making of finest quality by compression with modern machinery. Reply, giving full particulars, experience, references and wages required, to 250/991, OFFICE OF THIS PAPER

**LONDON** House requires the services of Two Gentlemen for the purpose of Marketing Old-established Lines showing generous profits; connections with Chemists and Druggists in Scotland or Northern Ireland essential; liberal commission; no objection to non-competitive lines. 251/995, Office of this Paper.

**AN** experienced Tablet Maker required, male or female, must be a good Coater; state in first letter age, experience and salary required to begin with. 206/10, Office of this Paper.

**ACTIVE** Representatives (35-50) required in all parts of the country for Non-competitive Sideline; 12½ per cent. commission. Applicants must have well-established connections and calling already on Doctors, Chemists, Midwives and Nursing Homes. Products are regularly advertised in professional papers and are approved of by the profession of the highest authority. Write, giving full experience, to 203/10, Office of this Paper.

**COMPARATIVELY** New London Firm recently introduced a Popular-Priced Fast-Repeat-Order Proprietary which met with immediate success and now has openings for Four Travellers. Travellers with established connections make £3 to £5 weekly; no objection to non-competitive lines being carried; write fully your territory and lines for appointment. 204/14, Office of this Paper.

**MEDICAL REPRESENTATIVE.**—A Leading House, marketing Pharmaceutical Specialities, requires a Representative to contact London Specialists and Hospitals. The position, which is progressive and carries an adequate salary, can only be filled by a man of unusual ability and successful experience in the field indicated.

Applicants must hold either a qualification of the Pharmaceutical Society or a Science Degree, or both, and in addition must be well read in Therapeutics and Physiology. Age not to exceed thirty-six.

The fullest details of education and experience, as well as the usual personal information, should be submitted, and will be treated with all confidence. 251/994, Office of this Paper.

**REPRESENTATIVES** with good selling experience required for the Sale of Malt Products; one for Midlands and one for Lancashire and Yorkshire. Apply in confidence, giving full particulars, to 202/2, Office of this Paper.

**REQUIRED,** Diligent Representatives for London area, with good connections amongst Chemists and Stores; salary and commission; send full particulars and districts covered. 205/21, Office of this Paper.

**SALES** Manager required by Manufacturers of Medicinal Lozenges and Pastilles; must be keen, adaptable, experienced modern methods. Reply, giving age, references, expected remuneration, and small photo, to 205/35, Office of this Paper.

**SALESMEN** Required to carry our Dyes ("Luton," "Auroral," &c.); also our new successful "Winner" brand Pharmaceutical Products, Packed Goods, &c.; weekly expenses allowance and liberal commission basis; territories open: Midlands, West of England, Wales and South Coast. Full particulars to Whitaker & Co. (Kendal), Ltd., Manufacturing Chemists, Kendal.

**SHAVING SOAP.**—Area Representatives required, calling on Chemists and Stores, to take orders for High-class Shaving Stick in attractive new type of patent bakelite container; retail price 1s.; discount 40 per cent. Full particulars to 204/16, Office of this Paper.

**THE** Directors of a Private Limited Company manufacturing Patented Specialities are open to consider the appointment of a Young Salesman with knowledge of Marketing Specialities to take entire control of the management, development and the finance of this business; applicants would be required to invest about £2,000. Principals only need apply to 251/997, Office of this Paper, stating age, experience, &c.

**TINCTURE** Maker required at once by London Wholesale House; state age and experience. P.C.B. 139/26, Office of this Paper.

**TRAVELLER** wanted in London area, take over existing agency and connection as sideline on commission basis and further develop same; calling Pharmaceutical Chemists and possibly Opticians with products old-established firm Scientific Instrument makers and Sundriesmen; give details experience, age, area worked, lines carried; good references essential. 206/2, Office of this Paper.

**TRAVELLERS,** already calling upon Chemists, wanted to sell Kempac Specialities on good commission; area covered and full details in strict confidence to 251/104, Office of this Paper.

**WELL-KNOWN** and old-established London House has a vacancy for a Representative in the Midlands, willing to reside in the Birmingham area. Applicants must have a thorough knowledge of the Proprietary Trade and a current and well-established connection with Chemists in this area. Write, giving details of experience, age and qualifications, to 251/100, Office of this Paper.

**WELL-KNOWN** National Advertisers require the services of a first-class Salesman for London; commencing salary £260 per annum, commission and all expenses paid. Apply, stating full particulars of age and experience. London connection will be an advantage. 251/101, Office of this Paper.

## SITUATIONS WANTED.

### RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.A.A.**—ASSISTANT, Unqualified, desires permanency; competent Salesman, Window-dresser, Dispenser; West End experience. S. Beer, 18 Palmerston Road, Plumstead, S.E. 18.

**A.A.A.**—ASSISTANT, Unqualified (23); six years' experience; quick and reliable Dispenser; good Window-dresser; excellent references. Aspirin, 140 Alexander Road, Acocks Green, Birmingham.

**A.A.A.**—UNQUALIFIED (30), efficient Counterwoman and Window-dresser; 12 years' first-class Coastal and town experience. Watson, c/o Monkhouse, Queen's Road, Weybridge.

**A.A.**—ASSISTANT, Senior, Dispenser, Photography; splendid all-round experience; adaptable, trustworthy, Unregistered, tall; free. "Mac," Wotton-under-Edge, Glos.



**A.A.**—ASSISTANT (22), 6 years' experience, requires permanent or temporary situation; trustworthy, conscientious; capable Dispenser, Window-dresser, Salesman; West London preferred; references; disengaged. K., 47 Aldbourne Road, W.12.

**A.A.**—EXPERIENCED Assistant; full or part time; Dispensing, Counter, Windows, Prescribing; Unregistered. "Statin," 4 Radnor Terrace, S.W.8.

**A.A.**—QUALIFIED, experienced (age 42), Manager or Assistant; free November 4. Green, 69 Ormeley Road, S.W.12.

**A.A.**—QUALIFIED (24) seeks progressive position as Assistant or Manager; advertiser is tall, of smart appearance and has had excellent experience of good-class trade; efficient Salesman and Window-dresser. Totty, Revidge Road, Blackburn.

**A** QUALIFIED Manager requires position in London or Suburbs as Branch Manager; 20 years' experience. Davies, 109 Alexandra Drive, Surbiton, Surrey.

**A** QUALIFIED Manager (39), married, desires permanency in London; West End experience; keen and reliable worker; free fortnight. 205/36, Office of this Paper.

**A** SSISTANT; full or part time; 25 years' experience Retail Trade; single; Unregistered. "Aspirin," 61 Fartown Green Road, Fartown, Huddersfield.

**A** SSISTANT, Part I, of good appearance and address; capable Dispenser, Counter, Photography, Window. Hopkinson, 151 Britton Street, Gillingham, Kent.

**A** SSISTANT (20), good all-round experience; Dispensing, Window-dressing, Counter; part-time considered, locum or permanent. King, 9 Williamson Street, N.7.

**A** SSISTANT (25), Part I; expert Dispenser; used to High-class Family business. Bishop, 41 Hillcross Avenue, Morden, Surrey.

**A** SSISTANT (25), Unqualified; West End, seaside, City; N.H.I.; accurate Dispenser, Window-dressing; London. "C.," 44 Turneville Road, W.14.

**A** SSISTANT (27), Unqualified, 10 years' experience, desires change; Wholesale preferred; reliable man; May, 37 Kingsley Avenue, Southall, Middlesex.

**A** SSISTANT (25; 5 ft. 10 ins.), Qualified; Counter, Dispensing; conscientious, trustworthy; excellent references; South London, Surrey preferred, not essential; free first week November. Nicholas, 9 Albert Road, Mitcham.

**C** APABLE Manager seeks permanency; accustomed quick Counter trade; accurate Dispenser; undeniable references. Simpson, 64 Denmark Villas, Hove.

**C** APABLE Qualified Manager (married) with really good all-round experience; Manchester or Birmingham preferred, not essential. 205/33, Office of this Paper.

**D** ISPENSER, gentleman, middle-aged, whole, part time, varied experience, desires engagement Chemist or Doctor; interview desired; moderate. 65 Clouesley Road, N.1.

**E** NERGETIC Qualified Manager; capable Counter and Dispenser; London; 4 years managing; part time or full time; moderate salary. 205/19, Office of this Paper.

**E** VENING Post required in London; Unqualified; good Dispensing experience. Marshall, 21 Tregothnan Road, Stockwell, London, S.W.9.

**E** X-MEDICAL Student (24) requires situation; any capacity; has passed Physics and Chemistry Examination in Medical Course. R. W. Ley, 21 Lanark Villas, W.9.

**E** XPERIENCED Assistant; West End Dispensing, etc.; able to manage; or part time; locum. Little, c/o 196 High Street, Hounslow.

**E** XPERIENCED (23 years Retail), competent Dispenser, tall, good appearance; recently disengaged; Unqualified. "B.D.H.," 3 Upper Westbourne Terrace, W.2.

**H** ULL.—M.P.S. (24; 5 ft. 7 ins.), registered N.P.U., good appearance and address, requires position in Hull as Assistant or Manager; thoroughly experienced in all branches, including heavy N.H.I. and Private Dispensing, Counter, &c.; free November 3; salary £4. Apply Chemist, c/o 7 Hopwood Street, Beverley Road, Hull, Yorks.

**L** ADY Assistant (21½), good character and personality, desires position; four-year comprehensive Apprenticeship; quick Dispenser; excellent Saleswoman and Window-dresser; knowledge of Photography; highest references. Booth, 8 Sulby Grove, Bare, Morecambe.

**L** ADY Dispenser, Hall Certificate, good recommendations, experience Dispensing, &c., desires post with Doctor or Chemist; town or country; locum or permanency; free immediately. Read, Norridge, Warminster, Wilts.

**L** ADY Pharmacist requires post, locum or part time; good general experience; free November 5. Pharmacist, 5 Randolph Gardens, N.W.6.

**L** OCUM.—Experienced Manager and Assistant (36), Qualified; competent, reliable. Chemist, 6 Hilgrove Road, Swiss Cottage, N.W.6. Phone: Primrose 6704.

**M** ANAGER, Qualified (29); experience, reliable and capable in all branches; excellent London references; Prescriber and Salesman; London or Suburbs preferred. Lewis, 1 Cambridge Gardens, W.10.

**M** ANCHESTER OR SALFORD.—QUALIFIED (37) (M.P.S.) Gent. desires managerial post; expert Dispenser, Counter, Window-dresser and Prescriber; accustomed to managing; original apprenticeship with Ph.C. and ex-examiner; conscientious and capable. "Pharmacist," 247 Regent Road, Salford. Tel.: Trafford Park 0765.

**M** IDDLE-AGED Unqualified Competent Man desires management; abstainer; single; thoroughly experienced best pharmacies; references perfect. "Assistant," 26 Windybarbour, Kenilworth.

**M.P.S.** desires Managership or position of trust (London or near preferred); capable business man; trustworthy; excellent references; free when required. "Tabloid," 112 Brampton Road, Bexley Heath, Kent.

**M.P.S.**, NOW Free, wants permanent post as Manager; best references; moderate salary. 55 Essex Avenue, Slough, Bucks.

**M.P.S.** (26), DISENGAGED shortly; single, male; good references; Dispensing, Counter, Photography. Rooke, 39 Frithville Gardens, Shepherds Bush, W.12.

**M.P.S.** (25); Manager or Assistant; all-round experience; city and country; excellent references; free now. 202/7, Office of this Paper.

**M.P.S.** (30), married, desires change; 5 years' experience management London and Provincial; accustomed Heavy Dispensing and Brisk Counter; thoroughly capable and reliable man; permanent berth required, offering scope for initiative; references; interview; free at one month's notice. 205/46, Office of this Paper.

**M.P.S.** (22½), recently Qualified; excellent all-round experience, adaptable, capable, courteous, obliging and trustworthy; good Salesman; abstainer; single; highest references; moderate salary. Hill, 38 High Street, Stamford.

**P** HARMACIST (24), Northerner, tall, reliable, requires Managerial or responsible position as Assistant; London and Yorkshire varied experience. 202/1, Office of this Paper.

**Q** UALIFIED Chemist (Lady); experienced in all branches; free. 204/13, Office of this Paper.

**Q** UALIFIED Manager; conscientious; 6 years' experience; single; good appearance and address; 6 ft. tall; educated; immediate engagement. 205/15, Office of this Paper.

**Q** UALIFIED; Manager or Assistant; good experience; own business 10 years; disengaged; reliable; London district. "Carolus," 98 Greyhound Lane, Streatham, S.W.16.

**Q** UALIFIED Manager; 25 years' excellent experience, of which 14 on own account; tall, well spoken, steady; good Counter Salesman, Window-dresser, Prescriber, Photographic; good references. 205/23, Office of this Paper.

**Q** UALIFIED Manager (33); quick, accurate Dispenser; Salesman who satisfies and sells more; commission plus moderate salary; excellent references. 205/34, Office of this Paper.

**Q** UALIFIED, Married, Experienced Senior or Branch Manager; London or South Coast; fortnight's notice. "Bromoform," "Hollywell," Kingston Crescent, Portsmouth.

**Q** UALIFIED M.P.S.I. seeks position as Assistant under Qualified Manager; 9 years' experience; Dispensing, Veterinary, Photographic, Counter, Window-dressing; excellent references (age 27). Byrne, 18 Clifton Gardens, Maida Vale. Abercorn 2034.

#### NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.



**CLEAR OUT**—your Old or Damaged Stock of Photo Goods.

Why keep them any longer? Turn them into CASH. I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers. Cards (any sizes). Old Photo Goods or Cameras. Bromide Papers. Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along.

**S. E. HACKETT, 23 July Road, Liverpool**

**CLEAR OUT OLD STOCKS OF BOTTLES AND JARS FOR PROMPT CASH**

ANY QUANTITIES

Post Samples and Full Particulars to:—

**W. SPEAKE, 68 Yew Tree Road, WALTON, LIVERPOOL**

**QUALIFIED** Optician (J.C.Q.O.) requires permanency; London or near; experienced Unqualified Chemist; good remuneration; particulars, please. 203/6, Office of this Paper.

**QUALIFIED** (47), moderate terms; as Dispenser preferred; advertiser has conscientious objections against selling birth preventatives. "Pharmacist," c/o W. Bodley, Esq., Chemist, New Ascott, Birmingham.

**QUALIFIED** (40) requires post as Manager or Senior; thorough experience in all branches; well recommended. Yorks. 207/3, Office of this Paper.

**QUALIFIED** (28) seeks post with opportunities; 3 years West End; fair salary expected. Pharmacist, 85 Palmerston Road, S.W.19.

**QUALIFIED** (22; 5 ft. 11 ins.); 6 years' experience; good appearance; Refer F.B.O.A.; free. Martin, 17 South Road, Smethwick.

**SCOT** (24), Registered; 8 years' good-class Dispensing, Display, Counter; at present in charge London; desires change, London. 206/12, Office of this Paper.

**SOMERSET OR WILTS PREFERRED**.—As Assistant; good Window-dresser and Salesman; fair experience N.H.I. Dispensing; very good references. 204/11, Office of this Paper.

**SUSSEX** (West preferred).—Qualified Lady, Scot, keen and energetic, 3½ years' first-class Qualified experience, desires post. 205/8, Office of this Paper.

**WHOLESALE.**

**A** £50 Fee offered for suitable position by Chemist having wide knowledge of Drugs; experience includes Chemical Analysis. 204/3, Office of this Paper.

**ASSISTANT** Chemist (Ph.D., Zürich), British, with perfect knowledge of French and German and good knowledge of Modern Greek and Italian, wishes to join Export Department (in London) of firm manufacturing or exporting chemicals and/or allied products; remuneration secondary consideration if possibility of progressive situation. P.C.B. 139/12, Office of this Paper.

**ASSISTANT**, Retail, smart man, requires change; Stock-keeper, Office, &c.; anything requiring concentration. May, 37 Kingsley Avenue, Southall, Middlesex.

**ADVERTISER** (33) desires position in Wholesale House, London or Midlands, as Checker or Stock-keeper; 17 years' experience; hard worker; good timekeeper; highest references; willing to take charge. 202/3, Office of this Paper.

**EXPERIENCED** Representative; 15 years' connection Chemists, Hairdressers and Stores, desires appointment (London area); salary, expenses and commission; Proprietary Lines only; disengaged; personally known to Buyers. P.C.B. 140/8, Office of this Paper.

**MEDICAL** Propaganda; Sales; own car; excellent long-term credentials; 7 years last engagement; Hants and all West of. 205/30, Office of this Paper.

**MEDICAL REPRESENTATION**.—Expert Propagandist, with unexceptionable credentials, wide experience amongst Physicians, Surgeons, Institutions, Clinics, sound knowledge Medicine, Therapeutics, desires re-engagement. "E. D.," 40 Tite Street, S.W.3.

**NORTHERN ENGLAND AND SCOTLAND**.—First-class Established Representative is open for good Proprietary; Chemists, Hairdressers and Stores. 206/3, Office of this Paper.

**LIMITED LIABILITY COMPANY REGISTRATIONS**

The prudent man makes his position, and that of his dependents, secure by Limiting his Liability. Costs are not high if the work is placed with

**THOS. WATTS & WALKER LTD.**

who effect registrations North, South, East and West, and you are invited to communicate with them.

VALUABLE QUALIFIED EXPERIENCE TO DRAW UPON.

INTERESTS OF CLIENTS ALWAYS UPPERMOST.

ADVICE FREE AND PROMPTLY GIVEN.

SIMPLICITY IN PROCEDURE. GUARANTEED SATISFACTION

Address: Oxford Chambers, 9 Oxford St., Manchester, 1. Phone: Central 6269

**FOR SALE.**

**NATIONAL** Cash Register; must sell; good working order; prints sales and other details on tape and gives total. Write R. Tarrant, 18 Goodall Road, E.11.

**MISCELLANEOUS.**

**A** COMPLETE Set of Pharmacy Fittings, suitable for beginner or branch, comprising 8-ft. Drug Fitting, 6-ft. Glass-Fronted Counter, complete with Nest of Drawers and Cash Till, 6-ft. Wall Showcase, 6-ft. Dispensing Screen; all in mahogany, £250; packed and free on rail. Call or write PHILIP JOSEPHS & SONS, LTD., 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenwell 2191. "Pharmacy Fitters for over a Century."

**CHEMISTS' FITTINGS**.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, &c., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shop Fitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

**LIMITED COMPANIES REGISTRATION**.—As the older Chemists know, this small advertisement has now appeared here for over 25 years. If an experienced agent, whose terms are somewhat lower than any quotation you can get anywhere, can help you, write for free advice to A. BERNARD SLACK, 721 Princess Road, West Didsbury.

**£2**—COMPLETE CHEMIST FITTINGS at any price you wish to pay. We have erected in our showrooms a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting Signs and Modern Interior Fittings. Apply for Lists, D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

**EXCHANGE COLUMN.****FOR DISPOSAL.**

(Articles up to the value of £5.)

**E** ELLEN GREY Toilet Preparations, as new; Focal Plane Camera; Kodak Projector. 205/39, Office of this Paper.

**WANTED.**

**G** GRINDING and Mixing Machines, suitable Crystals, power driven; price and details. P.C.B. 140/10, Office of this Paper.

**O** PTICAL Trial Case; Fincham or Harman Student Ophthalmoscope, &c. Belsher, 104 Wesley Castle Square, Birmingham.

**O** VOID Pessary Mould, also Suppository Mould; good condition. State details, price. Hand Grinding Mill for powder also required. 251/103, Office of this Paper.

**S** ECOND-HAND Tincture Press required; 1 gallon, or over, capacity. Mr. Cox, The Norman House, Saltford, near Bristol.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.



# Do you subscribe TO

## THE CHEMIST AND DRUGGIST?

ONE POUND STERLING brings you THE CHEMIST AND DRUGGIST post free for one year, including all Special Issues

- (1) A weekly copy (in which is inserted THE CHEMIST AND DRUGGIST SUPPLEMENT).
- (2) A comprehensive and trustworthy Retail and Dispensing Price List issued quarterly.
- (3) Free indemnity for certain specified business risks to Retail Chemists not otherwise covered.
- (4) Free use of Information and Enquiry Department for business purposes.
- (5) Expert advice on the varied difficulties which arise in the course of a Chemist's business.
- (6) **THE CHEMIST & DRUGGIST DIARY**, the standard business reference for the trade.

### BUSINESS BOOKS FOR CHEMISTS

**Pharmaceutical Formulas.** (P.F. Vol. I.) (10th Edition). The most complete pharmaceutical formulary in the English language. 1,146 pages. Price 15s. net, by post 15s. 9d.

**Pharmaceutical Formulas.** (P.F. Vol. II.) Just published. Known as "The Chemist's Recipe Book," and is supplementary to Vol. I. Contains over 1,000 pages, comprising recipes for adhesives, beverages, cleaning materials, culinary and household remedies, perfumes, toilet articles, etc. Price 15s. net, by post 15s. 9d.

**Veterinary Counter Practice** (7th Edition). By an experienced M.R.C.V.S. Contains 440 pages. Price 7s. 6d. net, by post 8s.

**The Art of Dispensing** (10th Edition). A treatise on the methods and processes involved in compounding medical prescriptions, &c. 574 pages. Price 8s. net, by post 8s. 6d.

**Provincial Hospital Pharmacopœias.** Contains formulas for medical prescriptions used in twenty-two hospitals and infirmaries in Great Britain outside the London District. Price 3s. net, by post 3s. 2d.

**Practical Methods of Urine Analysis.** Written by a pharmacist expert in this work and revised by a medical practitioner and lecturer of long experience in clinical analysis. Price 4s. net, by post 4s. 3d.

**Diseases and Remedies.** Especially written for the use of chemists. Contains 264 pages. (5th Edition.) Price 5s. net, by post 5s. 3d.

**The Chemists' Dictionary of Medical Terms.** Contains 308 pages. Price 3s. 6d., by post 3s. 8d.

**Wootton's Chronicles of Pharmacy.** In two vols., maroon cloth, comprising 770 pages. Price 10s. 6d. net, by post 11s. 3d.



28 ESSEX STREET, STRAND, LONDON, W.C.2

MANCHESTER

49 County Buildings  
:: 4 Cannon Street ::

Branch Offices :

GLASGOW

19 Waterloo Street

PARIS : 155 Avenue de Wagram

SHEFFIELD

54 Foster's Buildings  
:: High Street ::

SYDNEY AND MELBOURNE, AUSTRALIA AND AUCKLAND, NEW ZEALAND